

THE Publishers' Weekly

The American BOOK TRADE JOURNAL

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VOL. XCIX.

NEW YORK, MARCH 26, 1921

No. 13

Make a Note on your Calendar:



ANNOUNCING—

A new novel by
E. Phillips Oppenheim
that will sell even
better than "The Great
Impersonation," because
it is Oppenheim at his
best and is backed by
an even bigger adver-
tising campaign.

*Publication Date
of the new Oppenheim
novel:
"The Profiteers"*

June 30 Days

4

SATURDAY

LITTLE, BROWN & CO.,

Publishers

Boston

The Best of the Spring Fiction

"As strange as truth"—Floyd Dell

BLIND MICE

C. Kay Scott

"A daring venture into an area of human emotion which has been, so far as fiction is concerned, left unexplored until the present day. Fiction as strange as truth and as fascinating."—Floyd Dell. \$2.00

Gooseflesh and laughter

FROM OUT THE VASTY DEEP

Author of GOOD OLD ANNA Mrs. Belloc Lowndes

There is alternate gooseflesh and laughter in Mrs. Lowndes' pages, where ghostly spirits take a hand in the love affairs of Bubbles. "Both thrilling and enthralling."—New York Post. \$1.90

A woman an intrigue a riddle

THE SPIRIT OF THE TIME

Author of THE GARDEN OF ALLAH Robert Hichens

Intrigue woven with subtle cleverness about the figure of a fascinating riddle of a woman. Mr. Hichens has a dexterity worthy of Poe or De Maupassant. \$2.00

Wintry fields and love and sausages

SNOW OVER ELDEN

Thomas Moulton

The brilliant young editor of "Voices" has written a novel of his own Derbyshire, of winter sunsets over crisp dark fields, of chickens turning upon the spit and love by the cosy fireside. \$2.00

An outdoor love affair, danger and adventure

TWISTED TRAILS

Henry Oyen

Adventure in the deep forests of America that sweeps at a breath-taking speed from one sharply exciting situation to another without a pause from the first page to the last. \$1.75

**2 careers
+
1 marriage
=?**

THE FOURTH DIMENSION

Author of QUINNEYS Horace Annesley Vachell

"A mighty clever novel, by a writer with an excellent past and a promising future."—Brooklyn Eagle. "A novel problem and a truly human novel."—New York Tribune. \$1.90

By the author of The Moon and Sixpence

THE MAGICIAN

W. Somerset Maugham

The author of the strongest novel of 1920, THE MOON AND SIXPENCE, writes a story of black magic uncannily convincing. "If you fancy gooseflesh, here's a skinful. Compares very well with 'Dracula.'"—Chicago News. \$1.90

By Stephen McKenna

THE SIXTH SENSE

Stephen McKenna

With SONIA, Mr. McKenna stepped into the limelight as the most brilliant portrayer of English Society, and this new study adds new strength to his steadily growing fame. \$1.90

An Arabian Night's tale of old Provence

THE GOLDEN GOAT

Paul Arène

Buried treasure and fresh romantic love on that alluring shore of old Provence which beckons all romantic craft. Translated by the author of MY HOME ON THE FIELD OF HONOR, etc., Frances Wilson Huard. \$2.00

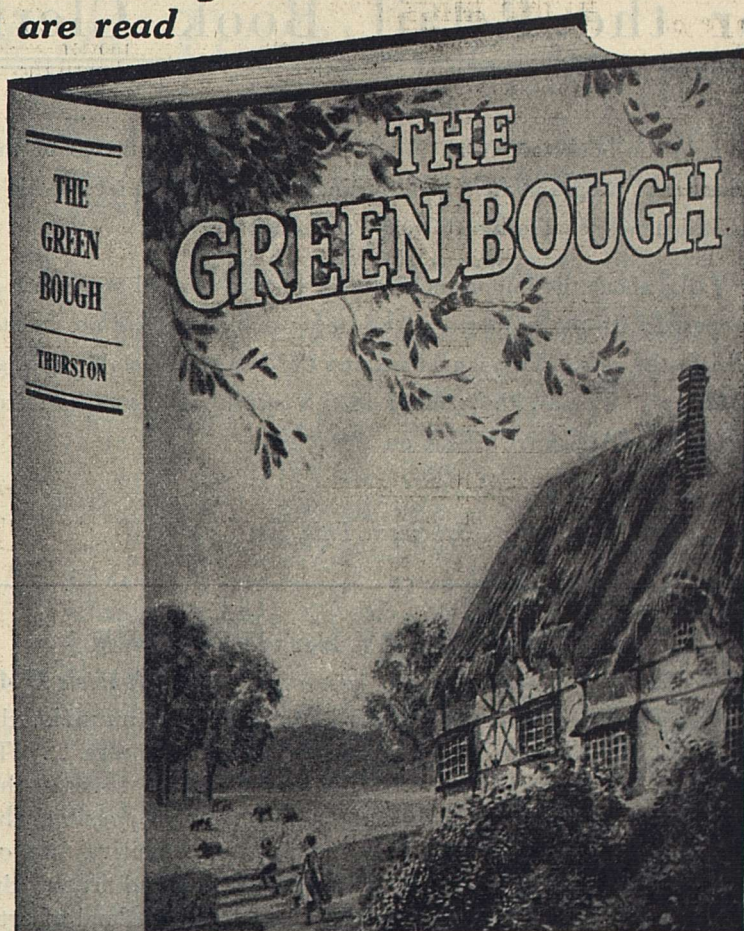
GEORGE H. DORAN COMPANY

244 Madison Avenue

New York



***This book will be talked
about wherever good
novels are read***



***"All women would be as Mary Throgmorton
if they dared"—writes E. Temple Thurston***

of the heroine of his new novel. This is "The Green Bough," a piece of fiction which will take its place in popularity beside "The Age of Innocence" and "Miss Lulu Bett" for its splendid workmanship and the striking story it tells. Its theme will arouse the widest discussion—a woman who lives her life to the fullest, regardless of narrow prejudice. The author of "The City of Beautiful Nonsense" and "The World of Wonderful Reality" has never written more searchingly.

net \$2.00

This Is an Appleton Book.

Publicity About "Spring Books" For the Retail Book Clerk

The clerk in the bookstore is an important factor in the success of the "Year 'Round Bookselling" program. It is good business therefore to place at his disposal every means which will enable him to make sales intelligently.

Selling Talks about the important books of the season will serve that purpose. They are prepared with the support of the leading publishers and are intended as a practical help to the retail salesman in making the best of a notable spring season.

The Publishers' Weekly, the pioneer in this effort, will issue its third annual SPRING SELLING TALKS NUMBER on April 9th.

Specimen Title

TALES OF MY NATIVE TOWN

By Gabriele D'Annunzio

Recent events have made D'Annunzio, the poet-hero of Fiume, a world interesting figure. . . . This volume of tales of his native town, reveals the background which made a D'Annunzio possible, the strenuous, colorful, sensuous and sensitive life of Italy. . . . They are written with the fire and artistry that made his work stand out, even in Italy, the land of artists. . . . Net, \$1.75.

Published by DOUBLEDAY, PAGE & COMPANY.



In addition to its appearance in the April 9th *Weekly* "SELLING TALKS" will be reprinted in the form of a handy manual. A sufficient quantity of these manuals will be sent to every important bookstore for the use of the sales force.

There is no charge for the SELLING TALKS MANUAL—but to make sure that you can get a sufficient number of them for your sales help *please write us at once reserving the quantity you will need.*

THE PUBLISHERS' WEEKLY

To the Trade:

Here are five authentic examples of the way booksellers have had to increase their orders for

ROBERT LANSING'S
THE PEACE NEGOTIATIONS

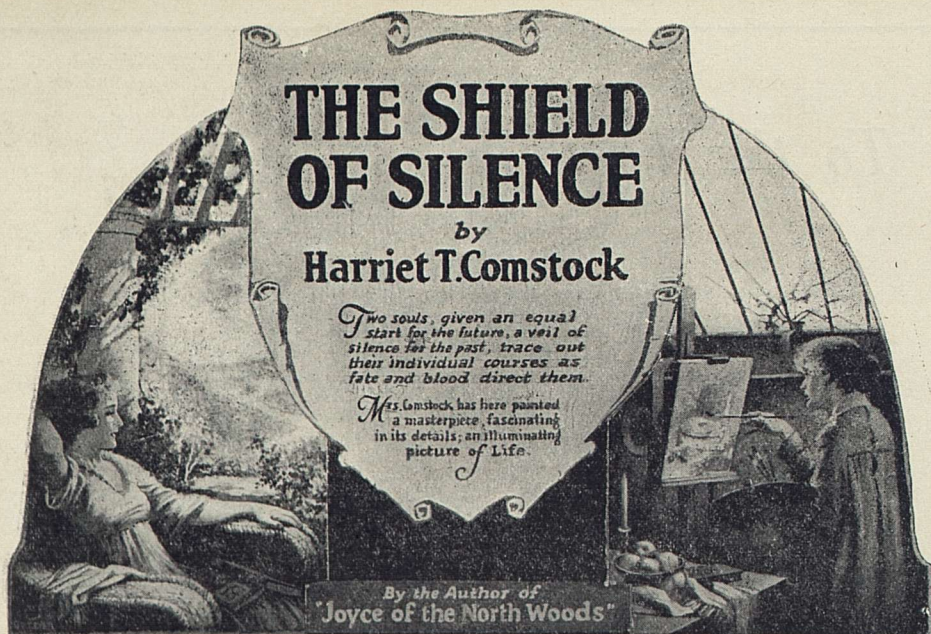
From	5 to	50 copies
"	10 to	660 "
"	100 to	500 "
"	250 to	1000 "
"	1000 to	5000 "

These typical samples of the way orders have been raised show vividly how the interest in the book is increasing and how quickly the sales respond to special work whether in the form of local advertising, or circularizing, or of solicitation of orders by telephone.

Now, when the book is on sale, we want to emphasize once more the free publicity it is getting in newspapers and magazines—publicity that it would cost hundreds of thousands of dollars to buy—and to urge every bookseller to take advantage of this unprecedented opportunity by exploiting to the full the unlimited selling possibilities of this great book.

Houghton Mifflin Co.

P. S.—We suggest that you wire your reorders as we have had to send the book to press four times already, and are having great difficulty in keeping up with the demand.



This is the display for

THE SHIELD of SILENCE

By the author of "Joyce of the North Woods"

—Harriet T. Comstock

"THE SHIELD OF SILENCE" is the greatest work of Harriet T. Comstock and one of the biggest novels of the season.

The eight color display by Gotlieb reproduced above, will attract many passers-by to your store. It is not only striking—it is beautiful and decidedly unusual.

Your display should reach you before publication date. If it does not, notify us immediately.

To be published March 30th

Doubleday, Page & Co.





Handy Pocket Maps
For Every Man Who Travels

RAND McNALLY INDEXED POCKET MAPS are mighty helpful in traveling. They tell you what you want to know—they guide you where you want to go.

You can get a RAND McNALLY INDEXED POCKET MAP for the United States, for every State in the United States, for sections of States, Alaska, for Canada, the provinces of Canada, Mexico, the World and for practically every foreign country. There are more than 150 maps in this series.

Each map is indexed. The index classifies alphabetically all data carried by the map, including railroads, mountains, rivers, lakes, islands, countries, cities and towns. Also official population figures and the extent of express, telegraph and mail service. Many of the maps also show main and secondary automobile roads.

These maps are practically indispensable to salesmen, sales managers, to traffic men, to tourists—in every one who travels. For sale—everywhere!

RAND McNALLY & COMPANY
Map Headquarters
535 S. CLARK STREET, CHICAGO 42 E. 22ND STREET, NEW YORK

WRITE FOR LITERATURE DESCRIBING RAND McNALLY INDEXED POCKET MAPS



Just Before the Sandman Comes

Safely and evenly the Mother reads. Intently the children listen. Eyelids droop, a nod or two then off they go to calm, undisturbed sleep.

Choose carefully the books that you read to your children. For the youthful mind is a plastic mold and you can mold as you will.

RAND McNALLY Books for Children are clean, wholesome, inspiring. They are illustrated by such famous artists as Milo Winter, Hildegarde Wright, Margaret Wright, Enright and Blanche Fisher. The stories themselves have been selected with care by men and women who have been selected time and again as the best for little boys and girls.

RAND McNALLY books are for sale in all shops where books are sold.

RAND McNALLY & COMPANY, 535 S. CLARK STREET, CHICAGO 42 E. 22ND STREET, NEW YORK

Ask for the RAND McNALLY Edition

RAND McNALLY Advertising—1921

Maps

This map advertising will reach millions of people. It will stimulate interest in maps. It will develop new users of maps. It will increase the business of every live RAND McNALLY dealer who will make use of our attractive, attention getting, display helps.

Request further information about this RAND McNALLY map advertising and let us send you a booklet telling how you can connect up your store with this national advertising campaign and benefit thereby.

Books

Our beautiful brochure will tell you about our big advertising campaign on juvenile books, just when the different advertisements are to appear and in what magazines. It will also contain copies of the advertisements themselves. Write for the brochure. Let us tell you about our DEALER HELP FEATURES. There are posters, signs, displays, imprinted circulars, etc. Together we can make this campaign very profitable for you.

Full-page and two-column advertisements on RAND McNALLY MAPS will appear every month during 1921 (except December) in The Literary Digest, American, World's Work, Review of Reviews, System, Printers' Ink, and Advertising and Selling.

Full-page and two-column advertisements on RAND McNALLY JUVENILE BOOKS will appear practically every month during 1921 in St. Nicholas, Youth's Companion, Little Folks, John Martin's Book and Children's Costume Royal. The Literary Digest, American, World's Work and Review of Reviews will be used in addition in December.

This advertising is interesting and attractive. It is well-written and it has a story to tell. It is bound to increase the sale of RAND McNALLY MAPS AND BOOKS.

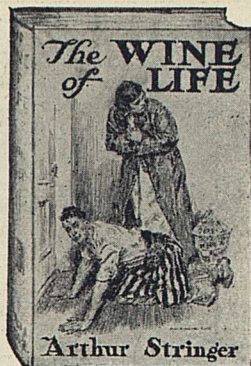
1921 is sure to be a big year for RAND McNALLY dealers.

RAND McNALLY & COMPANY
Map Headquarters
536 S. CLARK ST., CHICAGO



A new novel by
**ARTHUR
STRINGER**

Author of
The Prairie Wife
The Prairie Mother
The Wire-Tappers, etc.



THE WINE OF LIFE

INTO New York's Bohemia comes Owen Storrow—fresh, clean, a product of the best our West has to offer. How long can a man keep his soul unsullied in such a milieu? That is the theme of this story—as old as **Thais** or **Sappho**, but as modern as the Plaza Tea Room at five in the afternoon and the Art Students' League on the night of the Fakirs' Exhibition. Youth, love, art, bohemianism, the integrity of the country contrasted with the fluxing currents of the city—every reader of books will find some one thing at least to appeal to him in this book.

Jacket in two colors by

**Publication
date**

April 6th

Price \$2.00 net
each

James Montgomery Flagg

*A new mystery-
detective story*

*by the author of "The
Middle-Temple Murder"*

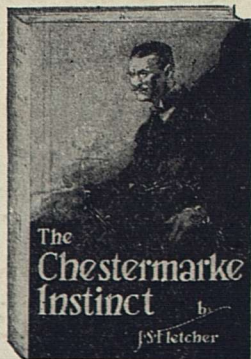
THE CHESTERMARKE INSTINCT

By **J. S. FLETCHER**



MR. Fletcher's new novel deals with the extraordinary and inexplicable disappearance of the manager of a country bank. Whether he has met with physical harm—or whether he has defaulted with some exceedingly valuable jewels which are missing from the bank's vaults—is a question not solved until the end of the book. A yarn that will hold the reader to the final chapter—as good as any Mr. Fletcher has written.

*Jacket in two colors
by E. M. Jackson*



ALFRED A. KNOPF, 220 West 42nd St., New York

NATALIE PAGE

By KATHARINE HAVILAND TAYLOR

Author of "Cecilia of the Pink Roses"

Colored jacket. Price \$2.00

Suddenly transplanted from old Virginia, Natalie Page, young, pretty, unspoiled and a baseball pitcher of considerable renown, finds the restraint of polite society unbearable.

Natalie attempts to "start things moving" with the result that she becomes hopelessly entangled.

Humorously written with a delicate romance interwoven in the plot.

To be published in April

THE HEAVIEST PIPE

By ARTHUR W. PATTERSON

Colored jacket. Price \$2.00

Appealed to by an unknown young lady, Chichester Somers, Esq., of Boston, commonly called Chick, promises to pose as the lady's husband for a short time.

Surprised by Chick's college chum, the situation becomes complicated and difficult.

The young lawyer is thrust into a series of adventures, and eventually lands in Maine on an island said to be haunted. There is a search for treasure in which the heaviest pipe plays an important part.

A story of love, mystery, thrills and a great deal of humor.

To be published in April

THE ROAD TO NOWHERE

By ERIC LEADBITTER

Author of "Rain Before Seven"

Price \$2.00

This is a strong story of unusual distinction. The author conveys a striking impression of reality and describes his characters with a sure and true insight.

The scene is laid in London, and deals with the complications resulting from the intimate association of the people of the middle class with the aristocracy.

Now ready

ROBIN HOOD and HIS MERRY MEN

Washington Square Classics.

Retold by SARA HAWKS STERLING

Price \$1.50

Miss Sterling has taken the old ballads and legends and with the true spirit of appreciation has rewritten the stories in the charmingly quaint language of which she is capable.

A remarkably complete edition illustrated with eight illustrations in color by Rowland Wheelwright.

To be published in April

GEORGE W. JACOBS & COMPANY

PUBLISHERS

PHILADELPHIA

Back of the Harper Name  104 Years of Good Books

SCATTERGOOD BAINES

*Scattergood Ought to
Reach 100,000----*

SCATTERGOOD is one of those shrewd, genial cusses that everybody likes. He'll be part of our language before long! You'll hear people calling their friends "regular Scattergoods."

You'll enjoy this book.

People liked David Harum and they'll like Scattergood Baines just as much. He's just as original in his own way! He keeps you chuckling and laughing over gems like this: "Politics took in moderation follerin' a meal of business, makes an all fired tasty dessert," and this, "Human nature gits blamed f'r a heap of things that ought to be laid at the door of human cussedness."

by
Clarence
Budington
Kelland

Scattergood's a sensation! People are already asking about this unusual person—Scattergood Baines. Keep this book on display.
\$2.00



Est 1817 **Harper & Brothers** New York

Ready APRIL 1—**Surprisingly Beautiful Women**

tragedy in their faces, their bodies gleaming like ebony—old world gardens, nestling behind crumbling walls where death lurks—this is Haiti, hushed and threatening, sun-drenched and sinister, the island to which Stephan Thayer came. What happens is the story,

The PATH OF GOLD

The book is founded on thrilling facts uncovered by author and artist while in Haiti as special correspondents for Collier's Weekly.

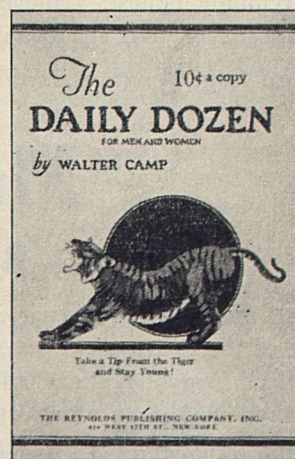
A great novel by a new author!

12 mo. 46 illustrations—Four-Color Jacket—302 pages

Lower priced, larger discounts—Imprinted postcards supplied.

Ready APRIL 12—**Taking a tip from the Tiger—**

The caged tiger in the zoo has an easy and pleasant way of exercising. Watch the contented smile on his face as he stretches, and the lithe muscles ripple as he moves! Is he as powerful, as energetic and agile as when they captured him in the jungle? Has he lost his intense vigor and strength? Step into the cage and see. In his narrow confines he keeps fit! *He knows how to exercise!* Walter Camp, famous physical instructor, has put his years of experience into a complete and valuable booklet,

**The DAILY DOZEN**

It is the tiger's way of staying young—adapted to the human body. It retails for only ten cents. Write for special quantity discounts.

Walter Camp promises health and prolonged youth to all who follow this little booklet. Its low price makes its sales value exceptional.

THE REYNOLDS PUBLISHING COMPANY

416 West Thirteenth Street

New York City

America's Best

"The Brimming Cup"

By Dorothy Canfield

The first review:

"Dorothy Canfield has done fine work before, but now she has become a force, welding the culture and grace of the older fiction with the fearless honesty of the new. '**The Brimming Cup**' is a bigger, a finer, a more searchingly honest, a more penetrating novel than '**The Bent Twig**' ever promised us that she could write."—*The Boston Transcript*.

Third large printing within ten days of publication—\$2.00

"Main Street"

By Sinclair Lewis

But "Main Street" is not merely a popular novel for a few months; it is one of the great works of American literature. "It ranks with 'The Scarlet Letter,'" says William Allen White. And John Galsworthy calls it "a feather in the cap of any literature."

Eighteenth printing (40,000 copies) now selling—\$2.00

Harcourt Brace & Co., 1 West 47th St., New York

The Publishers' Weekly

FOUNDED BY F. LEYPOLDT

March 26, 1921

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

The Printing Situation

IN Binghamton the newspaper and general printing plants are proceeding on an open shop basis, having failed to make any reasonable arrangement with the printing Unions. In New York the steps toward arbitration of wages are proceeding, and, as the facts are gathered, it seems apparent that it would be fully as much to the benefit of the men as to the users of printing if some reduction were made, as there is a great deal of unemployment and publishers have come to a halt on numerous enterprises which cannot be profitably undertaken under present conditions.

In England the wages have automatically been reduced as the cost of living has gone down, and they ought to do the same in this country, as the wage increase was based on living costs. The Bureau of Labor Statistics in Washington shows that commodity prices have decreased thirty-eight per cent since the high peak of 1920. When the wage question in the printing shops of New York was opened up three weeks ago, there had been wide decreases in the wage scale in many directions but few in the field of organized labor. Since that time, however, there have been almost daily announcements of decreased wage scales which were resulting in putting factories back into operation. If the employees wish to keep the New York printing shops occupied, some such step would have to be taken, especially as what work is being done has been going out of town rapidly, and still other work has been going to small open shops which are finding this their opportunity.

The solidity of Unions is also seriously threatened, as the bindery women have been accepting positions in open shops at lower scales than the Union wage agreed upon between the Printers' League and the Unions to which these women belong. This means a breaking up of that particular Union if the women prefer to have work at the lower scale,

rather than Union membership and no work at the higher scale. It is undoubtedly more difficult to keep women to the Union methods, but the result of that apparent break is a serious matter to the eight Unions which make up the printing trade of New York.

Looking Ahead to the Fall

THE condition that is common to most large businesses, i.e. that merchandise needed for the fall and Christmas trade must be designed and manufactured many months in advance, is not, to so large an extent, present in the book business. In the case of standard lines, however, and in the field of competitive series, picture books, leather bound books and many trade staples the same condition must obtain as in other fields, and economical manufacturing is not possible unless the manufacturer can obtain a large part of his orders in advance and from samples, so that the amount of goods produced during the summer can be fitted to the actual demands that come. This is particularly true on seasonal things where the designs for covers and jackets for fall and Christmas business are changed from season to season, and where it is extremely important in order that prices be kept at the bottom that the publisher be able to anticipate in advance the probable amount of goods to be demanded.

Booksellers are largely familiar with this situation, as in such related fields as greeting cards they have already placed their orders for fall delivery. From now on there will be increasing necessity that the bookseller shall place his orders for staple and competitive lines of books in order that they be manufactured during the summer. There will undoubtedly be an inclination to hold off on such orders in a year that has promise of ever changing conditions, and yet the decisions must be made and the ability of the bookseller may come to be judged by his courage in stepping ahead and making plans, even in a difficult year.

No one can prophesy the exact conditions that will face the bookstore next fall and Christmas. Each dealer must judge somewhat of the conditions in his own city but that there is an undercurrent of optimism after ten weeks of 1921 cannot be doubted.

The question of price levels must also be in the minds of every buyer who is placing orders much in advance, and publishers would do well

to lay on the table all facts at their command, so that the retailers may feel that they are basing their anticipations on all the information available. One publisher is guaranteeing that if any prices are lowered between now and the fall on books sold this year he will rebate on any books that are at that time on the dealers' shelves.

It is quite apparent that there have been no recessions in manufacturing costs so far that would justify decreases in price levels, as the publishers have already had to take care of fall increases in printing and binding that were passed to them but which they have not been able to pass on. The New York Employing Printers are now endeavoring to get relief from the unfortunate printing wage increase of last December, and this would help the publishers to keep the levels that were established last fall, and put many books back into print.

If any further recessions are obtainable, they may be applicable later, but it would seem better wisdom for the retailer to plan for his fall business with the information on hand lest there will not be enough manufacturing done to supply stock in these general lines for those who will need it.

The real profits of next fall and Christmas in this class of merchandise are going to be made not at that time, but within the next two months, and the book-trade, publishing and retail, will need to lay its plans as far in advance as possible, in order that it may be wisely prepared for a good business and not have all its manufacturing and planning to do when the rush of fall comes with the presses full of current books.

Copyright

THE Canadian Copyright Bill referred to in our last issue, whose passing would be made possible by the feeling in Canada that the manufacturing clause in the American copyright ought to have equal value in building American printing, should certainly be a very direct suggestion for immediate action in correcting our own situation.

It is just thirty years since the American Copyright Bill was passed, into which was inserted the clause requiring American manufacturing of a book by a foreign author if it was to receive our copyright protection. The story of that Act with its effect on international relations is especially deserving of careful review at this time, and for that rea-

son the PUBLISHERS' WEEKLY reprints in other columns an article by George Haven Putnam, who, more than any other person, has been responsible for progress in United States copyright matters, and who addressed the article we print to the International Typographical Union at its Convention in Montreal on March 10th and 11th.

It is the Typographical Union whose support is needed to get this change in our fundamental Copyright Law, and the change once accomplished would enable us to take our place as we long ago should have in a real family of nations, including practically all the nations who are makers and distributors of books.



Best Sellers Last Month

Compiled and arranged in the order of their popularity from exclusive reports of leading booksellers in every section of the country.

FICTION

- The Mysterious Rider, by Zane Grey. *Harper.*
 Main Street, by Sinclair Lewis. *Harcourt.*
 The Age of Innocence, by Edith Wharton. *Appleton.*
 The Sisters-in-Law, by Gertrude Atherton. *Stokes.*
 Pottermism, by Rose Macaulay. *Boni & Live-right.*
 The Valley of Silent Men, by James Oliver Curwood. *Cosmopolitan.*
 The Top of the World, by Ethel M. Dell. *Putnam.*
 Jacob's Ladder, by E. Phillips Oppenheim. *Little, Brown.*
 A Poor Wise Man, by Mary Roberts Rinehart. *Doran.*
 The Vagrant Duke, by George Gibbs. *Appleton.*

GENERAL

- The Outline of History, by H. G. Wells. *Macmillan.*
 The Autobiography of Margot Asquith, by Margot Asquith. *Doran.*
 White Shadows in the South Seas, by Frederick O'Brien. *Century.*
 Now It Can Be Told, by Philip Gibbs. *Harper.*
 The Americanization of Edward Bok, by Edward Bok. *Scribner.*
 Abraham Lincoln, by John Drinkwater. *Houghton.*
 A Straight Deal or An Ancient Grudge, by Owen Wister. *Macmillan.*
 Roaming Through the West Indies, by Harry Franck. *Century.*
 Auction Methods Up-to-Date, by Milton C. Work. *Winston.*
 Theodore Roosevelt and His Time, by Joseph Bucklin Bishop. *Scribner.*

The United States Still Stands Aloof

By George Haven Putnam

IN 1886, I received instructions from the American Publishers' Copyright League, which represented both the authors and the publishers, to present for the consideration of Congress the draft of a bill which should secure copyright protection in the United States for works originating outside of American territory in countries the copyright statutes of which were prepared to give reciprocal protection to works by American authors.

This bill had been so framed that if its provisions had been accepted, the United States would have been put in a position to become a member of the Convention of Berne. This Convention, which itself dates from 1886, included at that time in its membership nearly all of the literature producing states of the world and at the present date the membership of these states is practically completed, the United States being the only outsider.

Under the provisions of the Convention of Berne, the protection of copyright is extended over the entire territory of the States that have accepted membership in the Convention, with the condition that no state is to impose any restrictions upon the copyright conceded to the citizens of other states differing from the regulations applying to its own citizens. The publication of a work in one of the States belonging to the Convention secures for it copyright protection in all the states for a term in each state not less than that accorded to its own citizens.

The representatives of the book manufacturing trades, and more particularly the representatives of the Typographical Union, found no reason to object to the granting of copyright protection to works originating outside of the United States. They took the ground, however, that in order to prevent unsatisfactory interference with book-manufacturing in this country, copyright protection ought not to be granted to any work that had not been "wholly manufactured within the United States."

Sufficiently Protected By Tariff

The authors and publishers, a group which included a good many protectionists, were themselves of the opinion that whatever protection was required for the book manufacturing interests of the country could be secured for printers, binders, photo-engravers, etc., under the provisions of the tariff. These tariff provisions had been framed so as to secure the protection for all manufacturing interests and industries, and in no division of manufacturing other than that of book manufacturing had it been thought necessary to secure any further protection than that which was accorded under the tariff statute.

The representatives of the book-manufacturing trades made clear, however, that they would make opposition to any bill that did

not provide for American manufacturing of a copyrighted book, and rather than have further delay in securing an international copyright arrangement, (important for the interests of American authors as well as for justice and fairness to transatlantic authors), the Copyright League instructed me and its other representatives in Washington to modify the bill so as to include the manufacturing requirement, and the bill with such requirement, became law in 1891. The amended law of 1909 includes, with some few additions, a similar manufacturing requirement.

Impairment of Our Prestige

The publishers who are, like myself, not only publishers but book manufacturers and printers, are of opinion that neither in 1891 nor in 1909 did the book manufacturing trades of America require any such double protection. We took the ground that American printers and binders were quite able to compete even at that time with the printers and binders on the other side of the Atlantic, and that whatever disadvantages they might be under (in connection more particularly with the higher cost of labor in America) could be offset for book manufacturing, as for other manufacturing, by a provision in the tariff act.

Whether or no this contention was well founded in 1891 or in 1909, it is certainly, as we contend, the case today, that, with the changes produced under war conditions, with the improvement of book manufacturing machinery, with the effectiveness and intelligence of the men employed in the book-manufacturing industries, these industries are perfectly able to take care of themselves not only in their home market, but in markets outside of the United States.

I had the opportunity of pointing out that the American publishers were now finding fresh markets for books printed in this country. We have direct relations with Australasia and other British Dominions which had heretofore depended for their books upon editions manufactured in England, and we are working up, with good prospect of profitable results, a market in South America for books printed in the United States, in part in English and in part in Spanish.

There are various grounds on which it is desirable for the United States to accept membership in the Berne Convention. You will, I think, agree with me that there is a certain impairment of prestige for a country like the United States, which is one of the largest producers of literature, and which is probably the largest consumer of literature, of any country in the world, to remain outside of a group of nations that have associated themselves together for furthering the literary interests of the world.

The provisions of the Berne Convention were

shaped very largely by book manufacturers working in conjunction with the representatives of the authors. When in the discussions in Berne the speakers spoke of "literary interests," they had in view the interests of the producers and of the book-manufacturers as well as of the authors.

In advance of the organization of the Berne Convention, American publishers with worldwide connections and with ambitions for extending the publishing interests of the country, had entered into agreements with European publishers for the production of international series. When certain of the most important items of the cost of such series can be divided between two or three or four or five markets, there is a decided advantage to both the producers and consumers of books. The factors of cost that can be thus divided among all the markets secured are the payments for the authorship and for the illustrations.

International Series

Between such markets as France and Belgium, or England and America, which handle literature in the same language, there is the opportunity also of dividing the cost of typesetting and electrotyping. An example of such international series undertaken forty years or more back was the *International Science Series*, which was published in five or six markets and which was initiated by an American publishing house, Appleton. Later examples of similar international undertakings are the *Heroes of the Nations Series*, and the *Story of the Nations Series*, both initiated by G. P. Putnam's Sons, and carried on under my editorship. The contributors to these series are selected from scholars throughout the world who have made themselves the accepted authorities on their several subject matters.

In a number of cases, the typesetting and electrotyping of the volume is completed in the country where the author is at home; but in the *Heroes of the Nations Series*, for instance, the typesetting and electrotyping, even for the books originating in Great Britain, had, with few exceptions, been done in our own Knickerbocker Press on this side.

The development of such international series is of first importance for the extension of the publishing trade, and American publishers have had much to do with the series thus far published and with plans for future similar undertakings.

It is difficult, however, to secure such undertakings the co-operation of European publishers as long as the United States remains outside of the Berne Convention. These European publishers point out that the conditions of the American copyright statute are exceptional and troublesome. The international copyright relations of the United States depend upon individual treaties and arrangements, the conditions of which vary with one nation and another.

It is the general opinion of the transatlantic publishers with whom American publishers

want to work in co-operation that the whole business of international series can be carried on effectively only when all the states concerned are on the same footing as far as world's copyright protection is concerned.

It will be understood that in such international series, even in the cases in which the typesetting and electrotyping are done not in the United States but in some European state, there is no loss of work for American manufacturers. The series could not be carried on at all unless the publishers had freedom of action for manufacturing each book where it could be done to best advantage.

The American manufacturing market has a clear gain in the production of the number of volumes made on this side.

About twenty years back, I made application thru our State Department to secure a copyright treaty or arrangement between the United States and Japan.

The educational publishers of this country had been successful in securing introduction into colleges and high schools in Japan of a number of their books. These introductions involved heavy outlay in connection with the journeys of expensive educational representatives and in connection also with the necessity of distributing to the instructors a large number of complimentary copies.

The business gave promise, however, of good results, but the possibility of returns was promptly undermined by the action of the Japanese printers. They brought into print Japanese editions, the pages of which had been reproduced, text and illustrations together, by some gelatine photo process, and their books were sold at about one-fourth of the cost of the American books as delivered in Yokohama. The manufacturing of the large supplies, on the sale of which the American publishers had counted, was, therefore, lost for the American publishers as well as for the printers, binders, etc.

A Slap in the Face

These Japanese printers had been doing a similar profitable business with reproductions of English, French and German books. The Japanese Government decided, however, that rather than to remain outside of the comity of nations, they would accept membership in the Berne Convention, altho this decision involved considerable loss of business to the Japanese printers and no advantage to Japanese authors or publishers as their books were not being appropriated in Europe. This step had been taken at the time when our Department of State had, at my instance, made application for a copyright treaty with Tokio.

The Imperial authorities were able, therefore, to give to America what may be described as "a diplomatic slap in the face." They reported that Japan had accepted membership in the Convention of Berne. The communication said further that when the United States had "followed the example of other civilized nations and had come into the worldwide Convention, there would be no necessity

for a separate treaty." So the matter rested for some years, but finally, rather than to be classed as a "pirate nation," Japan *did* execute a copyright treaty with the United States.

It is the conclusion of the American authors and publishers that on the grounds of comity and prestige, the United States ought now, after waiting for one-third of a century, to accept membership in the Convention of Berne. It is further the conclusion of the American publishers, who are naturally interested in the development of book manufacturing—and many of whom are, like myself, owners of book manufacturing establishments, that under existing conditions there need be no apprehension of interference in any way with the book manufacturing interests in this country thru a measure that should remove the restriction now placed upon securing American copyright protection for books produced outside of the country.

We have had an example during the past few years of the difficulties caused by the manufacturing requirement. Under the con-

ditions resulting from the war, the copyright of a number of books, English and American, was forfeited because they could not be produced on either side of the Atlantic within the time or under the conditions specified in the copyright statutes.

An amendment to the copyright act, which has, as you know, now become law, will secure protection for Britain and for America for such of the books issued during the four war years as have not already been pirated. There ought, however, not to be risk of similar interference in years to come with the protection of literature.

The book manufacturing trades have a direct interest in furthering the extension of American publishing undertakings. I trust that the representatives of these trades will decide that they are quite able under conditions now obtaining to hold their own against any transatlantic competition, and that they have a business interest, as well as a citizen's interest, in the removal of all restrictions on American publishing undertakings.

The Better Packing for Books

By Waldon Fawcett

(The subject of the wrapping and mailing of books is so very much under discussion now that the PUBLISHERS' WEEKLY asked its Washington correspondent to investigate the subject there, since the government has made extensive experiments in the most efficient and economical methods.)

IF the interest of the government in the technique of protecting books in transit were solely of a theoretical variety, publishers might be under fewer obligations to show respect for the conclusions reached. But, aside from "laboratory work" (which is not to be scorned), the Federal business establishment at Washington faces as an everyday obligation all the practical necessities of book parceling and labeling.

One has only to remember that last year the government sent to the libraries an aggregate of over two million publications, to realize that the office of the Superintendent of Documents and the mailing divisions of the several executive departments at the capital are, for the purpose of daily routine, in much the same position as the private publisher.

Lightweight Wrappings

While national bureaus have been approaching thru scientific channels, the problems of packing, etc., the book dispatching forces have been in a measure working out their own salvation in practical and economical ways. The present governmental practice in wrapping individual cloth-bound volumes for mailing is simplicity itself. The fact that, with a tremendous volume of deliveries of books of all sizes to all sections of the United States and insular possessions, the prevailing system has

proved satisfactory must tend to justify the methods in the eyes of publishers and booksellers whose first impulse would be to regard the standard United States wrapping as inadequate.

The great preponderance of cloth-bound books (and, of course, all paper-bound books) are placed in the mails under a double wrapper of good but not extra heavy kraft paper and with no straw-board packing or corrugation of any kind. A certain small percentage of the government books are encased in cardboard holders but even in these exceptional cases the stock used is of moderate weight. In further proof of the governmental trend to simplicity it should be said that the Federal book mailers have concluded virtually to discontinue the use of protective corners. The government has never used the metal corners but has used to some extent in the past the fiber corners. In some instances make-shift corners are fashioned by folding the cardboard above mentioned but only for books of unusual size or those in which special considerations are involved. The great majority of books under government imprint, including the Yearbook of the U. S. Department of Agriculture, representative in size and weight, are "dressed" for the mails by enclosure either in a heavy envelope or double wrappings.

A misconception has existed in the book-trade with respect to the mailing of the Agricultural Yearbook which is accounted, in the long run, Uncle Sam's best seller. A few years ago the plan was inaugurated of sending the individual copies of the Yearbook (the edition runs to about 600,000) by registered mail and requiring a return receipt. The impression became current that this precaution had been

taken to secure care in handling and was construed as an indictment of the post-office for the risks to which books in the ordinary mails were subjected. The facts are that the registry plan, now abandoned, was resorted to to compel the return of undeliverable volumes. The Department of Agriculture had reason to suspect that some of the Yearbooks were not reaching the desired destinations. Hence the registration plan was resorted to as a means of checking up the mailing list.

The approved book wrapping in general use consists, as has been said, of a double wrapper or a wrapper and "filler." The inner wrapper or filler is, on each dimension, slightly smaller than the outer. Some of the mailing rooms follow the practice of cutting the inner wrapper kite-shaped, whereas the outer wrapper is rectangular. The effect, when the ends are folded in, and the wrappers have been drawn taut and pasted, is to afford an interlocking covering of surprising strength, considering its weight.

For Foreign Mail

Some book publishers who have investigated the government system of wrapping books have felt that it gave no help to their problems because of the fact that the government, thanks to the privilege of mailing under frank, could paste the wrappers closing the package against postal inspection, an advantage not enjoyed by the private publisher, because the sealed book would have to travel first-class, at prohibitive cost.

When the government sends books abroad, packaging the volumes for entry into the foreign mails, it is on a par with the private publisher, but it clings to the double wrapper with no "cushion," save in exceptional cases, to take the impact of the shuffling motion to which mail is subjected during a lengthy ocean voyage. The only modification of domestic routine is in the leaving open of one end of the wrapper, to conform to foreign requirements. To avoid danger that the book might work thru the open end, each package is tied with an ordinary grade of jute twine or equivalent, passed once around the book lengthwise and twice across. Government mailers claim that it is possible to draw the twine tightly enough without risk that the package will string-cut despite the absence of corrugated board or other shock absorbers.

Little concession is made for length of journey. The premise is, that it is rehandling rather than mileage that spells wear and tear for packaged books. If books can be routed direct from Washington to San Francisco, no change is necessary in the packing practice of shorter hauls. Mention of direct routing brings us to one of the important features of the government book-handling methods, the transmission of books, in quantity, in mail sacks.

The government has, at one time or another, employed all the familiar mediums for the conveyance of books in quantity. Latterly,

however, there has been evolved an innovation that is given preference whenever possible. This consists in the transformation of the ordinary mail sack into an ideal book carrier by means of the installation of a trunk-board lining. Champions of the idea are most enthusiastic regarding it. They claim that the safe conduct accorded the books is equal to that afforded by any box. Incidentally there is protection against dampness, etc., that is not equalled by all types of boxes or shipping cases, and the locked mail sack discourages petty pilferage. The trunk-board interliner is grooved and may be readily transferred from one mail sack to another.

While the shipment of books in quantity was not one of the acute packing problems which the war precipitated, nevertheless the exhaustive investigations conducted by government experts incident to the preparation of crating, baling, packing and boxing specifications revealed not a few ideas that may be serviceable to the book-trade. Such achievements as the invention of a lining paper for boxes, superior to the grades heretofore available and the development of the unbelievably staunch "three-way corner," adaptable to any crate or box, cannot fail to have significance as regards the shipment of a commodity such as books which represents dead weight and, which in consequence, must have containers of maximum strength.

The interlining paper adopted by the Engineer Corps of the U. S. Army during the latter part of the war was a waterproof kraft wrapping paper of 100 per cent sulphate pulp and of a weight of not less than 330 pounds, and a bursting strength of not less than 140 points. This paper is duplexed with and one surface waterproofed with asphaltum or its equal and is flexible but not tacky under ordinary weather conditions, albeit the paper must not wet or dampen thru in ten days.

Manilla Envelope Favored

Inasmuch as the chief interest of the publishers is in the method of wrapping small parcels, it is worth noting that an erroneous impression is current with some to the effect that it is governmental practice to roll for mailing everything rollable. It is quite true that government publications which are printed on the cheaper grades of paper—for example, the *Congressional Record* which is printed on news print—are, rolled, even tho the bulk of the individual copy might seem to present difficulties. In the case, however, of all paper bound publications on standard grades of book paper the inclination is to make use of envelopes of paper stock compatible with the weight of the publication to be enclosed. Indeed, as a wrapper for individual volumes, paper or cloth that must be left open for postal inspection, sentiment has swung to the use of an envelope of kraft or manilla paper stock, the flap of which is closed by twine or by a metal fastening.

Co-operative Book Advertising in Australia

By C. H. Peters

Melville & Mullen, Melbourne

THO in England and the United States, book advertising in newspapers and magazines is conducted by publishers, here in Australia practically all the book advertising is done by the booksellers of one capital, Melbourne.

An estimate of the amount spent by these booksellers in the newspapers, is £2,500 annually, quite half this sum being expended by two firms—the newspaper carrying this advertising, the Melbourne *Argus* circulates amongst booksellers and booklovers of all states because of the, to them, valuable weekly book-lists therein.

However the Christmas of 1920 witnessed an innovation when the Melbourne booksellers determined to initiate a "Buy Books" co-operative Advertising Campaign.

Financing the campaign was the first step; booksellers large and small, contributed according to their means and their sympathy with the idea, then generous help was received from the local publishing houses, and from the representatives of English publishers established in Melbourne.

The sum of money collected, £274, tho not considerable, was sufficient to allow the use of large spaces, quarter pages and twenty-four inches of double column advertising, in the three local dailies and three weeklies, and for the printing of window strips and shop cards, which, distributed free to small bookshops everywhere, secured billboard effect broadcast in suburbs and in country towns.

Extensive use of picture theater advertising

slides was made, and so one of the chief rivals of bookreading was used to exploit the slogan of the campaign "Remember December the Book Giving Month."

The slogan chosen after much deliberation, proved after all a happy choice, for by its constant repetition in the advertising and from its rhythm and effective scansion it became in every sense a catchword.

The drafting of the advertisements was carried out, in the first place, by a bookseller's committee, and afterwards all efforts were carried to an expert who used and discarded as he thought fit, and produced some rattling good ads, which carried conviction.

Papers carrying the advertising were generous in their assistance, articles on "Books as Gifts," "Value of Reading" and literary subjects generally were published in the papers.

One newspaper man sees in the campaign, the opportunity of more co-operative advertising in other trades whose members individually cannot use large spaces. His remark, "This time the booksellers are showing the way" does not seem fitting, for seemingly the bookseller fights harder for his trade than any other retail business man.

Results are indeed difficult to key or trace, but here is an undoubted indicator. At a time when all trade in Australia was depressed, and other business showing decreasing returns, Melbourne and Victorian booksellers generally are reporting a record Christmas trade, exceeding even the boom Christmas of 1919.

Publishing in England

MR. SIDGWICK, of Sidgwick & Jackson, in a recent interview for the *Book-Post* of London made some most interesting comments on publishing in England. He said in part:

"All thru the war it was modern poetry which carried us thru, tho in 1914 that would have been considered the most desperate adventure of all. When Rupert Brooke's first volume of poems appeared in 1911 it did much better than most, but by the irony of circumstance his great popularity did not begin till after his death early in 1915. Volume by volume we produced nearly all the works he left behind him, and I may say that Rupert Brooke's works are still selling freely today.

"In 1916, the middle year of the war, five-sevenths of our turn-over came from modern poetry. Moreover, the psychological excitement which made people want to read poetry also made them want to write it. Since 1915, 70 to 80 per cent of the mss. submitted to us might be classified as modern poetry, and even last year the percentage was still 67 per cent. The sales are certainly slowing down

now, except in a few individual instances, yet the effect of that extraordinary outbreak has been to promote the reading of poetry in general, especially modern poetry.

"I think that sufficient attention has not been paid to one solution of the price difficulty, namely, the raising of published prices in proportion to the rise in costs. If that is not done, it means that some member of what I may call the 'syndicate' (authors, manufacturers and publishers), who combine to produce books, must take less for his services than he previously took. Now, I do not see the commercial side losing, nor, on the other hand, do I see why it should be the author—or the publisher.

"The objection has been raised that people cannot afford to pay such prices, and it is probably true that the greater part of the pre-war book-buying public has come out of the war worse off than it went in, and must now economize. On the other hand, there is a large new public growing up, some of whom have more money than they know how to deal with, and it is these people whom we want to

accustom to book-buying. During the war the biggest bookseller in England—outside London, Edinburgh and Glasgow—told me that he had taken to keeping his shop open an hour later at night, in order to supply the wants of working-men who were putting down their seven-and-sixpences for technical books connected with their own branches of industry. The new book-buying public are naturally concerned first of all with books of a practical and helpful kind; it will take longer to cultivate a taste for pure literature among them, tho that will always have its public, I think.

"The publishing trade is not considered to be very prosperous just now, yet the number of young fellows who want to go into it is extraordinary. Since the armistice, I must have personally interviewed a dozen, all educated, cultivated, enthusiastic men, some with

capital behind them. To most I've had to say that the art of the publisher begins in the packing-room, advances thru the counting-house, and develops on the 'rounds,' and that for every 'reader' or literary expert a publishing house can employ eight or ten men for other duties. In other words, there is far more business than literature in the profession, and it is the combination of the two, I think, which makes it so fascinating.

"If your business is reasonably small you live with every book you publish, from its birth to its old age (you hope!). Yet another thing which the uninitiated do not realize is the part which the publisher plays in originating books. There is an entire class of books which the publisher invents; then he looks out for the proper authors to write them!"

Book Titles

THE Londoner, in his February letter to the *Bookman*, writes:

"Illustrated books please me less and less as the years go by. They seem to be neither one thing nor the other, but interfere with the general appearance of good taste. It is so rare that an illustrator has the right feeling for literature or for the printed book. He does so many drawings, as a rule, because he has been paid to do them. Or he has been casting about for a book to illustrate, and regards his subject as a lucky find. There is with him no sense that here is a work which calls for genuine interpretation. He has no distinct 'call' to make any drawings, and the drawings he does make are miserable travesties of his more ambitious works. They are too often undertaken without thought of reproductive processes, and even when these processes are considered (and it is rare that an artist has had training in the mechanical details of such work) the processes themselves are still so imperfect that they are incapable of doing justice to anything of any delicacy. Between the artist and the blockmaker (or the collypter) the poor book falls to the ground. In a plain text, without pictures, it might have been very well. But with type set close enough to present the air of being a solid block, and with the terrifyingly feeble drawings, reproduced inadequately, an illustrated book of any pretensions is almost surely unsatisfactory.

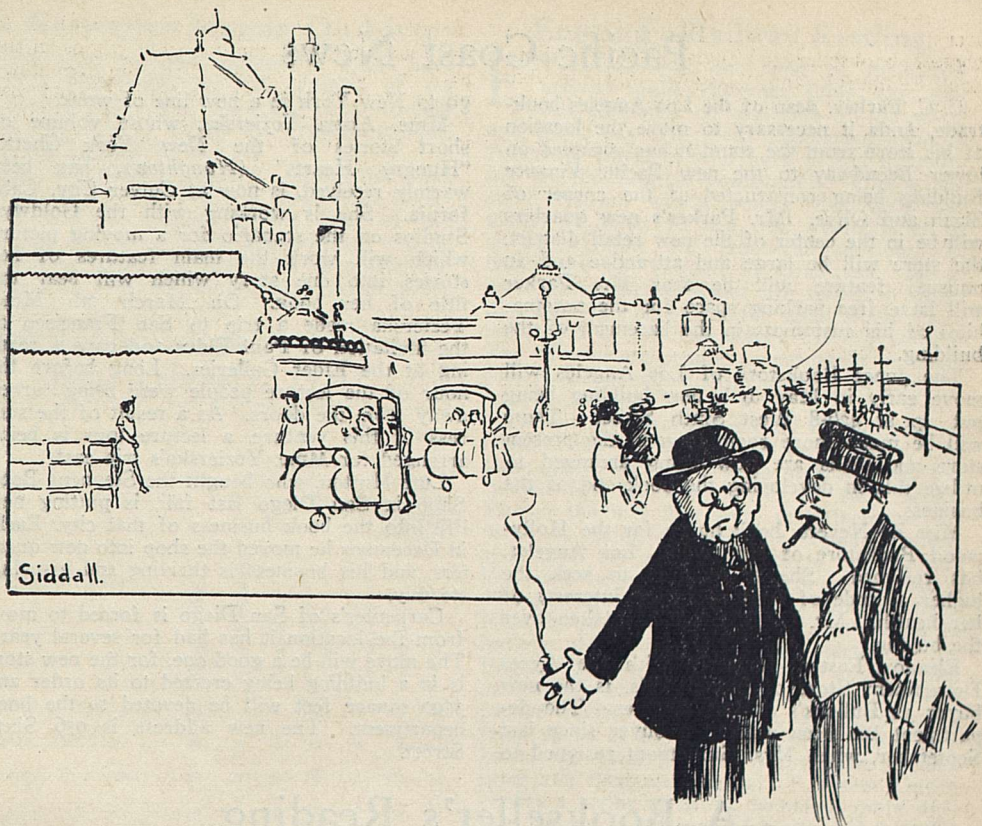
"This was the case with many of the books I saw in Knightsbridge. Their leaves had been opened by intelligent assistants at the places which showed the illustrations. The stoutest eye recoiled from them with horror. The effect was too ghastly. When, in addition, we fancied that the type page was something less than distinguished, there was such pathetic futility about the exhibit that it was best passed in silence. Not all the books, however, were of this kind, and the collection as a whole was almost reassuring. It showed that taste was not wholly dead in the land. It

might be feeble, but it was not dead. If more such exhibitions could be held, and if modern books could be shown cheek by cheek with the better (or the best) old ones, we might really have something in the nature of a general improvement in taste.

"The question of titles is a remarkable one. I often wonder that when one has chosen a title everybody else does not immediately think of the same title. Very rarely does this anticipation occur, however. What happens as a rule is that once the title has been used everybody sees it as the only possible name for his own newest work. The titles of three of my books have been used afterward by other authors. This is an uncomfortable reflection, because it suggests that one works in secret, and confirms one's suspicion that nobody ever hears of one's books. But if royalty statements contradict this thought then there can be only two alternative explanations. Either later writers are the subject of unconscious memory, or they are careless, in choosing a title, to make sure that it is available. Unfortunately there is no copyright in titles. Novelists will continue to go black in the face with rage at seeing their own titles used again by hardy adventurers in the fiction market; but they have no redress. Moreover, it is often hard to discover if a title has been used or not. The search takes time, and even some professional skill, and as novelists as a class, apart from a very few, are among the most ignorant people in the world, I suppose that unconscious plagiarism and indignation will be their lot for the rest of time. Very rarely does a celebrated title get used again. On the other hand some very famous names have gained fresh lustre from modern reuse. I would instance 'The Old Wives' Tale' and 'Marriage.'"

"To read a book is to know and to own it is to possess the wisdom of another."

—H. H. Howland, Bobbs-Merrill, Indianapolis, in *New Era Magazine*.



WHEN EAST MEETS WEST

THE PHILADELPHIA BOOKSELLER: "ATLANTIC CITY IS SOME PLACE. GOT NINE MILES O' BOARD-WALK SIXTY FEET WIDE; MORE'N A HUNDRED LIFE GUARDS; TWELVE HUNDRED HOTELS; TWENTY MILLION VISITORS ANNUALLY; FIVE MILES O' BEACH PARK; TWENTY-SOME THEATERS; FOUR HUNDRED YACHTS; THE SHORTEST SKIRTS IN THE U. S. AN' THE LONGEST NIGHTS. IT'S GOT MORE ELECTRIC LIGHTS THAN BROADWAY AND MORE CLIMATE THAN CALIFORNIA. WHY, IF YOU STOOD THE ATLANTIC CITY BELLBOYS END TO END THEY'D MAKE A LINE—"

THE UNIMPRESSED CHICAGOAN: "YEH, THAT'S PRETTY GOOD. BUT SAY, HAVE YOU EVER BEEN TO ST. JOE?"

Souvenirs for Booksellers' Convention

THE Entertainment Committee for the Booksellers' Convention has received a number of inquiries regarding souvenirs for the banquet and it requests publishers who are expecting to prepare souvenirs to notify Whitney Darrow, chairman of the Entertainment Committee, care Charles Scribner's Sons, as soon as possible as to what the souvenir will be and when it will be delivered, so that distribution plans can be made in advance. Approximately 400 of each souvenir should be prepared and they should be shipped to Whitney Darrow, Chairman, Entertainment Committee, Booksellers' Association, Hotel Traymore, Atlantic City, N. J., so as to reach there not later than Monday, May 9.

The expense of entertainment of previous conventions has been borne by the local committee, but as this year there is no such local committee at the place of the convention, there is no such entertainment fund. The entertainment committee will have a number of expenses, such as the menu for the dinner, the programs for the play, the music for the dance, decorations for the banquet, and the Association has the expense of the regular convention program. If any publishers, instead of giving the usual book souvenir, wish to contribute for the expense of some one of these extra items of entertainment, they may do so by notifying the chairman of the Entertainment Committee.

Pacific Coast News

C. C. Parker, dean of the Los Angeles book-trade, finds it necessary to move the location of his store from the stand it has occupied on lower Broadway to the new Pacific Finance Building being constructed at the corner of Sixth and Olive. Mr. Parker's new quarters will be in the center of the new retail district, the store will be large and attractive and an unusual feature will be that Mr. Parker will have free parking space for the automobiles of his customers in the basement of the building.

The Jones Bookstore of Los Angeles will move early in May to a new building being put up at 426-8 West Sixth Street. There will be much more room than in the present store and plans are now being arranged to utilize this in developing the book end of the business.

Miss de Nevers, book buyer for the Hollywood Bookstore of Hollywood, Los Angeles, has resigned. She is required to seek the higher altitude of Arizona in the interests of her health. Mr. O. B. Stade has taken over the buying.

Eleanor Foster, formerly with the Ayres Department Store of Indianapolis, is the new buyer at Bullock's in Los Angeles. The department has been without a buyer since last September, when Mrs. Guillemont resigned to

go to New York in a new line of work.

Mme. Anzia Yezierska, whose volume of short stories of the New York Ghetto, "Hungry Hearts" (Houghton), has been warmly received, is now at Culver City, California. She is working with the Goldwyn Studios on the scenario for a moving picture which will work the main features of her stories into one story which will bear the title of her book. On March 9th Mme. Yezierska made a trip to San Francisco at the invitation of Paul Elder and gave a reading at the Elder Galleries. Long before the hour of the lecture people were being turned away from the doors. As a result of the success of this venture, a lecture tour is being arranged for Mme. Yezierska's trip east.

Lute Hutton, who bought the Stephens Book Shop in San Diego last fall, is putting new life into the book business of that city. Early in December he moved the shop into new quarters, and his business is thriving and growing steadily.

Carpenter's of San Diego is forced to move from the location it has had for several years. The move will be a good one, for the new store is in a building being erected to its order and 3500 square feet will be devoted to the book department. The new address is 956 Sixth Street.

A Bookseller's Reading

THERE ought to be put down from time to time some record of the books and articles that are particularly valuable to the bookseller himself, not as any substitute for reading the books that he must sell, but because certain material has particular value in enriching his background, or in carrying to him business suggestions.

It would be interesting to print a list of all the books that have used booksellers or bookshops as an important part of the plot. Many will remember the pleasure found in May Sinclair's "Divine Fire," in which the bookstore atmosphere plays so important a part, and hardly a year goes by without some addition to this list of tales of the bookshop in fiction, such as Frederick Nivens' "A Tale That Is Told," published by Doran last fall.

One group of volumes among those just coming to hand that ought to be on the bookseller's own reference shelves, and many chapters of which have unusual interest to the bookseller, are the "Cambridge Histories of American Literature," published by Putnam, now just completed in four volumes. The remarkable bibliographies which occupy half of the fourth volume, are in themselves sufficient reason for placing the volume in every bookseller's permanent collection, but, besides this, there are many chapters in the two new volumes that are especially interesting: the chapter in volume four on "Book Publishers

and Publishing," which has been written by Professor Earl R. Bradsher of the University of Texas; the chapter by Harry M. Ayres of Columbia on "The English Language in America"; and in volume three "The History of Our Magazines" by William D. Kearns; the chapter on "The Later Historians" by John Spencer Bassett; on "The Travelers and Explorers" by Frederick L. Dellenbach. These are just a few of the many that would add much to a bookseller's knowledge. The February number of the *London Mercury* has an article on "The Need of Bibliographies" by A. W. Pollard, which would be found extremely interesting to those in the rare book or second-hand book field. The *Century Magazine* has had two articles on "American Literature" by St. John Ervine in the February and March numbers that are worth the attention of every bookman. For the person who has faced the problem of adjusting his ideals to his customers' demands, the story called "A Matter of Business" by Sinclair Lewis in the March *Harper's* is comforting and helpful.

The editors of the PUBLISHERS' WEEKLY would be glad to have booksellers send in suggestions for this column, which will be carried on from time to time as material accumulates, and would like to have the help of the dealers in collecting a list of novels in which bookstores appear. Such a list will be printed as soon as it is reasonably complete.

A Norwegian Maison Du Livre

THE same economic necessities which have been responsible for the creation of the "Maison du Livre Français" are forcing other countries to follow the French example, says the London *Book-Post*.

The Norwegian Library Association has just bought a site where a three-story book-depot will be erected on the lines of the "Maison du Livre." The ground-floor will be devoted to trade, the first floor to publishers' offices and those of the Library Association.

Record of American Book Production, February, 1921*

CLASSIFICATION	New books	New Editions	By Origin					Total
			New Publications	English and Other Foreign Authors	American Authors	American Manufacture	Imported	
Philosophy	23	1	1	19	1	5	25	
Religion, Theology	32	0	8	32	0	8	40	
Sociology, Economics ..	35	9	35	68	1	10	79	
Law	4	0	7	11	0	0	11	
Education	2	1	11	14	0	0	14	
Philology	12	2	3	9	5	3	17	
Science	14	11	74	95	0	4	99	
Technical Books	28	3	11	32	0	10	42	
Medicine, Hygiene	6	8	4	18	0	0	18	
Agriculture	5	1	6	12	0	0	12	
Domestic Economy	3	0	1	4	0	0	4	
Business	16	3	3	18	0	4	22	
Fine Arts	10	0	2	9	1	2	12	
Music	8	0	1	6	0	3	9	
Games, Amusements ...	6	0	4	7	0	3	10	
General Literature	30	3	5	30	4	4	38	
Poetry and Drama.....	22	2	9	30	2	1	33	
Fiction	51	51	0	81	17	4	102	
Juvenile Books	15	1	1	9	0	8	17	
History	38	7	28	64	1	8	73	
Geography, Travel	10	2	2	7	0	7	14	
Biography, Genealogy...	25	0	1	16	2	8	26	
General Works	4	0	2	6	0	0	6	
Total	399	105	219	597	34	92	723	

*In February, 1920, 282 new books, 80 new editions and 187 pamphlets were recorded.

England's Railway Reading

ENGLAND has one field of publishing activity quite different from any that has developed on this side of the water and which has often been commented upon by American travelers who have picked up reading on the English newsstands. This is the small reprint, which, before the war, was priced at about 7d and now averages 2s or 2s 6d. Unlike our American reprints, the books are not printed in 12mo size, but in most cases special plates are made, in order that they can be put in the small shape about the length of an *Everyman's Library* volume. The volumes are printed on newsprint or cheap book paper, bound in cloth, and have a brightly colored wrapper.

The swing toward this kind of cloth-bound reprint was begun well before the war, and some firms such as Nelson and Newnes had carried forward long series of such books. During the war they were in tremendous demand as being suitable for trench reading, and, altho the great increases in manufacturing costs have made this form of publishing difficult, the present Spring Announcement Number of the *Publishers' Circular* seems to indicate that they are a large factor in the English book-trade. As many as a dozen prominent publishers have a series of these pocket novels on their list, varying in price from 2s to 2s 6d, including such well-known houses as John Murray, John Lane, Nisbet, Long and Sampson & Low. T. Fisher Unwin carries a series at 2s 6d, bound in more durable duxten, a waterproof cloth, and a series that includes such authors as Wells and MacKenzie. Laurie has a series at 3s 6d, and Constable a series at the same price; Sampson & Lowe, a series at 4s, which, in make-up and size, compares more nearly with our reprints, altho not on as good paper.

The paper-bound book, too, has had a new impulse in England, not in the form that it has been looked for here, i. e., the paper book of France where the best new volumes are put out in that form, but cheap reprints for the most popular taste. Newnes, who has been in this field many years, has a large series at 7d; Murray and Long both have series at 1s. The distribution of this type of book has, of course, been greatly helped by the large distribution obtained thru such a chain of bookstalls as W. H. Smith & Sons, who have in their own single system 250 bookshops and over 1,200 railroad bookstalls.

Novelists in "The Nation"

THE *Nation* is publishing a series of articles on "The Contemporary American Novelists," by Carl Van Doren. In January, the first of the series, on Edith Wharton appeared, and the second, on Booth Tarkington, appeared in February. The papers in March, April, May and June, will be on Theodore Dreiser, Winston Churchill, Joseph Hergesheimer, and James Branch Cabell.

Libraries and Bookselling

A TYPICAL expression of the present attitude of the public library toward bookstores and home libraries is expressed in an editorial in the Savannah Public Library's monthly bulletin for February. Such an attitude means increased book service to the community because of this co-operative spirit among those whose function it is to encourage reading.

The bookseller should not allow himself to fall behind the librarian in this broad view of their mutual responsibilities.

Headed "Buy a Book a Week," the editorial reads:—

"Probably the rapid increase in popularity of the suggestive, persuasive 'slogan' may be attributed, at least in part, to the influence of the war, with its wheatless and meatless days and their slogans, the Liberty Bond and War Work campaigns with theirs. But at all events, we seem to live in an age of slogans, and it is not surprising that the book publishers have adopted one of their own. It is 'Buy a Book a Week.'

"If librarians echo this cry, they may be accused, by some, of collusion with the publishers; if they ignore it, they may be thought opposed to the indiscriminate buying of books, as being likely to lessen the use of their public collections. But neither charge could be true. The first supposition is absurd, and the second is no more reasonable than the first. Publishers and booksellers know that the public libraries are their friends, for the use of the library tends to increase, not to lessen, the number of books bought by individuals. And librarians know that the individual ownership of books does more than anything else to stimulate interest in public libraries. So we heartily second the slogan 'Buy a Book a Week'; or if we were to make any change we would say 'Read a Book a Week.' Buy it for yourself if you can; if you cannot, then get it at your public library.

"The library is always glad to give full information concerning the authors, publishers, and prices of books on all subjects. Many people like to examine the books at the library, before deciding whether to purchase, or which to purchase."

A Table of Contents

DR. Frank Crane's widely syndicated editorials, which reach several million readers, very often have material in them that catches the eyes of the booklover. Recently one of these editorials did a rather unusual thing, commenting on a book from its table of contents only. Dr. Crane explained that he had not turned beyond that page. The book mentioned was "What Can Literature Do For Me?" by C. Alphonso Smith. The table of contents as quoted stated that literature could do for every reader six things:

- I. It can give you an Outlet.
- II. It can keep before you the vision of the Ideal.
- III. It can give you a better knowledge of Human Nature.
- IV. It can restore the Past to you.
- V. It can show you the glory of the Commonplace.
- VI. It can give you the mastery of your Own Language."

"Have the Masters of Literature done you this service?" says Dr. Crane. "Examine yourself."

"Have you found the Outlet, the playground of the soul, the continuous adventure, the Thousand and One Nights Entertainment, in those master magicians, Dante, Goethe, Hugo, Shakespeare, Dickens, Dumas and the like?"

"Has this kept alive your Ideal? Over and above your actual experience has your literary experience left in you the creed of triumph, the silt of optimism, so that you go on

'Still nursing the unconquerable hope,
'Still-clutching the inviolable shade?'

"Has it given you a better knowledge of Human Nature, so that you believe in men, not as they seem, but as the masters have revealed them?"

"Has it restored the Past for you and brought to your impoverished spirit 'the glory that was Greece, the grandeur that was Rome?'

"Has it gilded the Commonplace and given to 'the meanest flower that blows, something far too deep for tears?'

"Has it made your Language terse, strong, true and clean, so that you can use it like an exquisite sword, and not like a rude club?'"

The H. W. Wilson Company Prizes

FOR the best arguments, descriptions, or stories of the use and value of the "United States Catalog" and "Cumulative Book Index" in building business for the bookseller, the H. W. Wilson Company will offer five prizes. The "Book Review Digest" may be included at the discretion of the writers. The story or essay may be in the form of an argument, a description, or a story from actual experience. The contest closes April 15. The first prize will be \$50; the second, \$40; the third, \$30; the fourth, \$20; the fifth, \$10. The judges, appointed for the contest are: F. G. Melcher, managing editor of the PUBLISHERS' WEEKLY, E. O. Chapman, editor of *The Bookseller and Stationer*, and H. W. Wilson, president of the H. W. Wilson Co. The decision of the judges will be made on the basis of the effectiveness for the purpose, which is to show booksellers how easy it is to sell more books with the aid of these catalogs.

An attractive brochure will be made of prize-winning contributions and distributed to stimulate more effective and profitable use of the catalogs among booksellers, eventually bringing about a more general sale of books.

No Stationery Price Suit

IN reply to the widely circulated press report that the government was bringing suit against the National Association of Stationers and Manufacturers for endeavoring to maintain prices, Mr. Fletcher B. Gibbs, General Manager of the Association, has sent out under date of March 19th the following letter to members:

"The sensational newspaper reports from Chicago regarding alleged recommendation of the Federal Trade Commission concerning the National Association of Stationers and Manufacturers should not be swallowed whole. A Chicago stationer is believed to have caused the publication of a piece of stale news as part of his advertising campaign and his law suit against the Chicago Association.

"Every activity of our organization has been fully disclosed to the Federal Trade Commission, without adverse opinion concerning this Association in the Department of Justice, and we are conscious of no infraction of the law, intentional or otherwise. We intend to keep our members truthfully and fully advised of all matters of this kind, and members will do well to question the authenticity of all statements not issued from this office."

German Publishers Organize

THE German book-trade has always been an example of what complete organization could do, and the famous Börseverein has included in its organization every type of book interest. Word has now come from Germany that at a general meeting of the general publishers it was decided by a large majority that this Association should sever itself from the Börseverein and become an independent body. The publishers have felt that they were hampered by having their problems settled by the general council. The publishers state that they intend to support the old Union in every way when its actions do not clash with the special interest of the publishers.

The new Association is to consist of ordinary and extraordinary members; the former are book publishers pure and simple. In the second class are publishers who do also a retail or second-hand book business. The first class will have the right to vote and will pay a subscription of two hundred marks. The others have no vote and pay one hundred marks. The total estimated budgets for the new Association for 1921 is 230,000 marks.

German Half Tones and Cuts

UNDER date of February 1st, a Berlin firm is circularizing the American book-trade and asking for the opportunity to quote prices and to give samples of work on cuts for book publication. They point out that they would be able to give, on account of exchange, a very advantageous price, and that the cuts would be sent by first-class postage in any size up to about two kilograms.



THIS ESCUTCHEON EMBOSSED ON METAL IN COLOR IS SUPPLIED TO ALL THE RETAIL MEMBERS OF THE NEW NATIONAL ORGANIZATION OF FRENCH BOOKSELLERS. IT IS INTENDED TO BE A SIGNAL TO BOOKBUYERS THAT COMPLETE BOOK SERVICE WILL BE FOUND WITHIN

The Rabaw Club

THE name of this newly organized Brooklyn Club becomes more understandable when it is realized that it is formed of the initials of the slogan, "Read A Book A Week." This Club has been launched at the Central Y. M. C. A. in Brooklyn, and the editor of its bulletin claims that it is a club that is more needed than any other kind that could be now brought forth.

"It is not a secret society," the editor says, "altho its members transact most of the business in secret. It has its emblems and its pass words, both of which receive instantaneous recognition everywhere thruout the globe. It assures safety and fellowship, unlocks every door and untangles every knot. It brightens homes and kindles the energy of churches and schools. Industry could be reborn by its means, while commerce would within a year make the progress of an ordinary century." The emblems of the Club are, among others, "A sparkling eye, a high forehead and features which say 'plain.'" The pass word is "I know."

"If there is anything to come out of the heads of men, something first must go in. 'It is hard,' said Benjamin Franklin, 'for an empty bag to stand upright.'"

An Uncorrected Galley

THE CONSCIENTIOUS BOOK CLERK

(Slightly in the manner of J. V. A. Weaver, author of "In American.")

"Aren't Borzoi books the lovely shades?

Some line, says I, for looking at.

No Borzoi color ever fades.

Yes, that 'un matches your cravat.

Some folks prefer the Borzoi blue,

But this year's red is mighty catching.

Sure, take it to the window, do!

This 'lectric light is punk for matching."

—KEITH PRESTON, Chicago *Daily News*.

"BOY, THE CIGARS"

By EDWARD ANTHONY

"There's a fellow outside with a volume of pomes

(The title, I think is 'The Beautiful Gnomes'),
He says it's the best of poetical tomes."

"I'll see him next Christmas," the publisher said.

"There's a gentleman waiting to tell you about
A novel of his, which, without any doubt
(So he says), will make critics with happiness
shout."

"Oh, tell him I'm ill or rheumatic—or dead."

"There's also a lady who's just come away
From Russia; she says that the Reds are at
bay,
And she's willing to write it at so much a
day."

"I've just left for Portugal, China and
Mars."

"And then there's a bookseller—looks like a
gink—

From somewhere out West; Indiana, I think.
I'll tell him you're out buying authors a drink."

"A bookseller? In with him! Boy, the
cigars!"

—In New York *Herald*.

A NEW MARK TWAIN STORY

Mr. Clemens was visiting in England and the British Society of Authors gave him a dinner, with Sir Walter Besant in the chair and a great crowd of literary notables present. At that time Mr. Kipling was lying seriously ill in New York. Mr. Clemens, responding to the applause which had followed his interesting tho serious address, said he supposed that it was necessary for him, in order to maintain his reputation as a humorist, to perpetrate a joke. He spoke feelingly of Mr. Kipling's illness and dwelt upon the warm bond of sympathy between England and America that had arisen thru their mutual expressions of condolence. "And," Mr. Clemens went on, "as we have been joined together in Kipling let me express the hope that we shall not be sundered in Twain."

—Authors' League Bulletin.

Book Week at Wanamaker's

THE book department of Wanamaker's New York store has arranged for a special series of lectures with accompanying exhibits in their auditorium on the week of April 11th. The plan is to have a series of lectures on books, illustrated by lantern slides, as a regular feature, these lectures to be given by Mr. Samuel Abbott. Other special features in the way of exhibits and talks of authors are to be arranged by Mr. Smythe, manager of the department.

STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, ETC., REQUIRED BY THE ACT OF CONGRESS OF AUGUST 24, 1912, OF THE PUBLISHERS' WEEKLY, published weekly at New York, N. Y., for April 1, 1921.

STATE OF NEW YORK,

COUNTY OF NEW YORK,

Before me, a Notary Public in and for the State and County aforesaid, personally appeared J. A. Holden, who, having been duly sworn according to law, deposes and says that he is the Business Manager of the PUBLISHERS' WEEKLY and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management, etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 443, Postal Laws and Regulations printed on the reverse side of this form, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business manager are:

Publisher R. R. BOWKER Co.
62 West 45th St., New York.
Editor R. R. BOWKER.
62 West 45th St., New York.
Managing Editor F. G. MELCHER.
62 West 45th St., New York.
Business Manager JOHN A. HOLDEN
62 West 45th St., New York.

2. That the owners are:

R. R. BOWKER Co., 62 West 45th St., New York.
R. R. BOWKER, 62 West 45th St., New York.
MARIAN A. OSBORNE, Morristown, N. J.
J. A. HOLDEN, 62 West 45th St., New York.
F. G. MELCHER, 62 West 45th St., New York.
A. C. FRASCA, 62 West 45th St., New York.
A. R. CRONE, 62 West 45th St., New York.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent. or more of total amount of bonds, mortgages, or other securities are: NONE.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders if any, contain not only the list of stockholders and security holders as they appear upon the books of the company, but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee in acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

J. A. HOLDEN, Business Manager.

Sworn to and subscribed before me
this 16th day of March, 1921.

ARMOND FRASCA,

Notary Public, N. Y. Co., N. Y., No. 191

Reg. No. 1368

My commission expires March 30, 1923)

[Seal].

In The Field of Retail Advertising

Retail Advertising Questionnaire

HORACE E. Ryan, of the L. S. Ayres Co. recently, sent out a questionnaire to three prominent retail merchandise establishments in Indianapolis in an effort to ascertain what retail merchants wanted to discuss at the retailer's sessions at the convention of the Associated Advertising Clubs.

The questions and the answers are reprinted here from *Associated Advertising*. The answers were surprisingly uniform, there being only one question on which there was a difference of opinion. The answers here typify the general attitude of the responses.

Q. Will advertising cut down selling expense? **How?** **A.** Yes, if judiciously done. By increasing sales and by speeding turnover.

Q. At what percentage of sales cost does advertising cease to be an economy? **A.** This varies with the line being advertised. An advertising expenditure of more than 100 per cent of retail sales could not be profitably maintained.

Q. What kind of newspaper publicity is most resultful for the retailer? **Why?** **A.** The truthful kind that has human interest news and that appeals to our sense of usefulness, vanity and economy.

Q. How about a specific appropriation for advertising? **A.** It is desirable, but should be sufficiently elastic to follow changes of fashion and demand.

Q. In making an appropriation, is it advisable to give more to one class of merchandise than to another? **A.** Long profit lines are usually and rightfully given a more liberal appropriation.

Q. When is it advisable to spend more than general usage permits on any special class, if ever? **A.** Whenever one wishes to shock public consciousness to the importance of some special merchandise.

Q. What effect should a store's standing in a community have upon the type of publicity employed? Should it feature style and quality? Should it talk bargain values? **A.** The publicity employed by a store should be in keeping with its standing in a community. It should feature style and quality. A store should not talk bargain values too often. Only indulge in it when the values are really very much above what is being offered elsewhere.

Q. What effect will attitude of salespeople have on advertising? **A.** Salesfolk can kill all the good an advertisement can create. They must be "sold" on the store and its advertising or get out.

Q. What percentage of newspaper readers read store advertising with interest and persistency? **A.** A recent survey in Indianapolis showed that not more than 45 per cent of its womenfolk read department store advertisements with any degree of interest or persistency.

Q. How may this percentage be increased? **A.** By making all advertising truthful and more interesting.

Q. Is exaggeration ever warranted? **A.** Never. It is better to understate and over-deliver.

Q. What percentage of the cost of one's advertising should logically be allotted to the preparation of copy? **A.** Ten per cent appears to be the recognized amount, while 15 per cent may be more economical.

Q. Is the advertising story or the manner of its presentation more important? **A.** The story is the thing, which includes its presentation.

Q. Conceding that merchandise and store service are more important, how should a dearth of store news affect the amount of advertising? **A.** A dearth of store news is bound to affect the amount of advertising. However, no matter how scarce store news is, the store should continue to advertise—service, the institution, etc.

Q. Should advertising expenditure be based upon sales records or expected business? **A.** Upon sales records, if an established growing business. Upon expectations if ploughing in new fields with specialties.

Q. How about dull seasons? Off seasons? **A.** The idea of "seasons" is breaking down more and more every year. Seasons are becoming largely what we make them.

Q. When business lags, should advertising be increased or decreased? **A.** Much depends. Look first to cause for the lag.

Q. Are special sales advantageous? What disadvantage do they develop? **A.** They are like a stimulant. They awaken the dormant forces, but like a stimulant abused can become a bad habit.

Q. To what extent should window display and advertising co-operate? **A.** Fully. They are similar forces. Like the pictures in a book, both contribute to the telling of the story.

Can't Lower Advertising

THAT financial disaster would follow the reduction of advertising rates was the consensus of opinion of publishers and advertising executives of newspapers at a meeting of the officers and directors of the National Association of Newspaper Executives, according to Charles Miller of Atlanta, Ga., President. "Retailers have been misled by the spot market prices of paper," said Mr. Miller. "It is true that the spot market price of paper has dropped from 12 cents a pound to 7. However, publishers buy their paper on contract. Last year they were paying four cents, now they are paying 6½. Then, too, freight rates are higher and there have been no reductions in the wage scales of union men. Consequently lower rates are out of the question."

Among the Publishers

A Week's Gleanings of Book-trade News

A. C. McCLURG announce a new Tarzan book to be published in May.

WARREN G. HARDING is the author of one of the volumes on Bobbs-Merrill's spring list, "Our Common Country."

HARCOURT, BRACE & Co. add to their European Library this spring "Decadence and Other Essays on the Culture of Ideas" by Remy de Gourmont, chosen and translated by William Aspenwall Bradley.

TEMPLE SCOTT, publisher of books on spiritual revelation, has his publishing office at 167 West 72d Street. On March 26, he is publishing "The Lotus Leaf," a book of spiritual healing by Elizabeth H. Webb.

"SNOW OVER ELDEN" is the first novel published by Doran of Thomas Moulton, editor of the London publication *Voices*. Mr. Moulton was, before the war, assistant musical editor of the *Manchester Guardian*.

THE SOCIETY of Arts and Sciences of New York held its annual dinner at Hotel Astor Monday evening, March 14th, to confer the O. Henry Memorial Award Prizes for the two best stories by American authors published in American magazines during 1920. The first prize, five hundred dollars in gold, was awarded to Maxwell Struthers Burt for his story "Each In His Own Generation" that appeared in the July issue of *Scribner's*, the second prize a certified check for \$250 was awarded to Mrs. Frances Newbold Noyes Hart for "Contact" which appeared in the December number of *Pictorial Review*, both of which will be included in the volume of "O. Henry Memorial Prize Stories—1920," which Doubleday, Page & Company will publish on April 15th. This was Mrs. Hart's first published story and it is a romantic coincidence that the news of her winning the O. Henry Memorial Prize reached her on the day of her marriage. Dr. Merle St. Croix Wright was toastmaster and among the speakers were Maxwell Struthers Burt, Mrs. Frances Newbold Noyes Hart, Dr. Frank Crane, William Johnston of the New York *World* who bought over one hundred of O. Henry's early stories, and William Griffith of *Current Opinion* who was also one of O. Henry's editors. Dr. Crane told a new anecdote about the master story teller. His brother Jim knew O. Henry well, having helped him edit "The Rolling Stone" and once took Dr. Crane to see the author. Dr. Crane suggested that they go in search of refreshments and asked O. Henry what he drank. "Anything," answered the author, "which is not thick enough to eat."

"MY SON" by Corra Harris carries on the story of "The Circuit Rider's Wife" (Doran).

ROBERT W. CHAMBERS has written a novel of romance in a new land which will appeal, it is said, to all who enjoyed "Cardigan." It is "The Little Red Foot" (Doran).

WHEN THE instalments of the personal memoirs of Jack London by Charmian London, his wife, have been completed in the *Century Magazine*, "The Book of Jack London" will be published.

THE LAST THING which Richard Washburn Child has done to make himself famous is to write a volume of short stories of the Underworld, called "The Velvet Black" (Dutton). Just before that he was one of two prominent candidates mentioned for the position of secretary to President Harding.

READERS of the PUBLISHERS' WEEKLY, who were interested in Alex Osborn's article "Is Book Advertising Topsy-Turvy?", which article was, by the way, the subject of a recent editorial in the New York *Evening Post*, will note with pleasure that his book just published by Scribner contains several chapters on retail advertising.

THE STATUE of Liberty and Lafayette are the bulk of the knowledge of most of us of the historical connection of the United States and France. A Guide Book of historical data pertaining to Americans in Paris from early times to this very present is an original and valuable inspiration. The work was compiled by François Boucher, assistant curator of the Musée Carnavalet, Paris. The translation was done by Frances Wilson Huard (Doran).

It is an interesting fact that two of the most important histories of New York were written by women, the first ever published, by Mary L. Booth in the 50's and the second, by Mrs. Lamb in the 70's. Another woman, Mrs. Burton Harrison brought Mrs. Lamb's history from 1875 to 1900. A. S. Barnes & Co. have sold to "Valentine's Manual of Old New York" the stock, plates and copyrights of Martha J. Lamb's "History of the City of New York." The new publishers will issue under Mr. Brown's management, a revised edition, extra illustrated with rare and valuable prints from the most noted collections in the city. A supplementary volume bringing the history of the city down to Armistice Day is also under way by the editor of "Valentine's Manual."

Changes in Prices

THE WOMANS PRESS

"A Present Day Definition of Christianity" from \$1.25 to 90 cents.

ISAAC PITMAN & SONS

Shorthand Catechism, Pitman, 90c.

Small Book on Electric Motors, Maycock, \$2.50.

Office Machines, Appliances & Methods, Desborough, \$2.50.

High speed in Typewriting, Kennedy and Jarrett, paper binding, 90c.

High Speed in Typewriting, cloth binding, \$1.15.

Gloves and the Glove Industry, Ellis, \$1.00.

Cold Storage and Ice Making, Springett, \$1.00.

High Tension Switch Gear, Poole, \$1.00.

Pattern Making, Shaw and Edgar, \$1.00.

Complete Manual of Ido, \$2.50.

D. APPLETON & COMPANY

Evelyn Innes, by George Moore, from \$2.00 to \$2.50.

Memoirs of My Dead Life, by George Moore, from \$2.00 to \$2.50.

Carnival, by Mackenzie, from \$2.00 to \$2.50.

B. W. HUEBSCH, INC.

"The Song of Songs," by Hermann Sudermann, \$2.50.

Obituary Notes

BERT LESTON TAYLOR, familiarly known all over the country as B. L. T., editor of the Chicago *Tribune's* Colyum, "A Line o' Type or Two," died March 19, of pneumonia. He was the dean of Colyum conductors, by the unanimous vote of all his brothers in the trade. He was born November 13, 1866, and was educated in the College of the City of New York. He was the author of: "The Well in the Wood," 1904; "The Charlatans," 1906; "A Line o' Verse or Two," 1911; "The Pipe-smoke Carry," 1912; "Motley Measures," 1913; also booklets "The Bilioustine," and "The Book Booster."

FRANK WAKELEY GUNSAULUS, for twenty years pastor of the Central Congregational Church, and President of the Armour Institute of Technology in Chicago, died suddenly at his home in that city on March 17. Dr. Gunsaulus was born on January 1, 1856, at Chesterville, Ohio, and attended the Ohio Wesleyan University. He entered the ministry at Columbus at the age of 19, and later held pastorates at Baltimore and Chicago. Then followed a series of professorships at Yale, University of Chicago, Ohio Wesleyan and Miami University, Oxford, Ohio. His writings include "Metamorphosis of a Creed," "Phidias and Other Poems," "Transfiguration of Christ," "Life of Gladstone," "The Man of Galilee," "Paths of Power," "Paths to the City of God," "Higher Ministries of Recent English Poetry," "The Minister and the Spiritual Life."

CAMERON MACKENZIE, war correspondent, author and former publisher, died aboard the "Aquitania," on which he was returning home, March 18. His death was attributed by his father, Dr. MacKenzie, to the fact that he wore himself out in war work. He was sent to France during the world war by the New York *World* and the *Saturday Evening Post*. When the American Expeditionary Force joined the Allies he was attached to the head-

quarters of General John J. Pershing as special correspondent of the London *Daily Chronicle* and *Morning Post*. Subsequently he went to Warsaw, where he was in close touch with Paderewski. Since the armistice he had been correspondent for the New York *Herald*. Mr. Mackenzie was born at Wilkes-Barre, Pa., on Sept. 7, 1882. He was graduated from the Lawrenceville (N. J.) School in 1889, and subsequently was graduated from the Law School at Yale and the New York Law School. In 1907 he married Miss Elizabeth McClure, daughter of S. S. McClure, publisher. He joined the staff of the New York *Sun* in 1901, and was assistant managing editor of the same paper in 1906. He was general manager and publisher of *McClure's Magazine* from 1909 to 1911, having bought the controlling interest in that publication with Frederick L. Collins. He also acquired *Ladies' World* about the same time. Mr. Mackenzie was the author of "Mr. and Mrs. Pierce," "The Prussian and Other Stories."

Periodical Notes

The Measure, A Journal of Poetry, is a new monthly published by Frank Shay, 4 Christopher Street, New York.

The first issue of *The Reviewer* is that of February 15. It is published the first and fifteenth of each month in Richmond, Virginia.

A new literary monthly, *The Double-Dealer* whose life began with the new year is published in New Orleans, La.

Personal Notes

JAMES A. JENKINS, recently with Styles and Cash, is now associated with The Colonial House, at 48 West 47th Street, New York.

J. T. DENNIS, former book and stationery buyer for Crowley Milner Co. of Detroit, is now representing Albert Whitman & Co. of Chicago, in the middle-west territory.

Business Notes

NEW YORK CITY.—The McGraw-Hill Company, a subsidiary corporation of the McGraw-Hill Company, Inc., has moved to 370 Seventh Avenue, New York City, but the McGraw-Hill Company, Inc., remains at the Hill Building, Tenth Avenue and Thirty-sixth Street, New York City.

NEW YORK CITY.—F. H. Knapp, bookseller and stationer, 146 Hamilton Place, has sold the business to Reich & Schiff, who will conduct it under Knapp's name. Mr. Knapp has no connection with the new business.

NEW YORK CITY.—The Lamb Publishing Co. has disposed advantageously of its lease at 251 Fifth Ave. and has moved to new premises at 33 West 57th Street.

The Weekly Record of New Publications

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date; otherwise simply "c." No ascertainable date is designated thus: [n. d.].

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Ff. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.

Abbatt, William, comp.

A satirical description of commencement; a true history of the feats, adventures, and sufferings of Matthew Calkins in the time of the Revolution; Conrad Mayer and Susan Grey, a hunting story of the West. 21 p. front. O (The magazine of history with notes and queries, extra no. 70) Tarrytown, N. Y., William Abbatt, 28 W. Elizabeth St. pap. \$4.

A true report of the late discoveries of the Newfound Lands [1583], George Peckham; The choice, poem [1757], Benjamin Church. 72 p. O (The magazine of history with notes and queries, extra no. 68) Tarrytown, N. Y., William Abbatt pap. \$4.50

Alexander, Samuel

Space, time and deity; the Gifford lectures at Glasgow, 1916-1918; 2 v. 16+347 p. O '20 N. Y., Macmillan \$14 n.

Andrews, Roy Chapman

Across Mongolian plains; a naturalist's account of China's great Northwest; photographs by Yvette Borup Andrews. 24+276 p. front. pls. O c. N. Y., Appleton \$5 n.

The adventures of the second Asiatic Expedition of the American Museum of Natural History, which Mr. Andrews headed.

Annuaire général de la France et de l'étranger; publié sur l'initiative du Comité du livre, sous le haut patronage du gouvernement de la République; 1920-1921. 8+1154 p. front. (por.) tabs. O N. Y., G. E. Stechert [Am. ag'nts] \$3.25 n.

Arène, Paul

The golden goat; tr. and note by Frances Wilson Huard. 11+256 p. D [c. '21] N. Y., Doran \$2 n.

A story of romantic love and buried treasure.

Arthur, King of Britain

Stories from *Le morte d'Arthur* and the *Mabinogion*. 192 p. front. T (The king's treasures of literature) N. Y., Dutton 70 c. n.

Adamnan, Saint

Adamnani vita S. Columbae; ed. from Dr. Reeves's text; with an introd. on Early Irish church his-

Bacon, Benjamin Wisner

Jesus and Paul; lectures given at Manchester College, Oxford, for the Winter term, 1920. 8+251 p. D c. N. Y., Macmillan \$2.50 n.

Partial contents: Beginning and growth of the Gospel of reconciliation; The heavenly Intercessor as seen and interpreted by Paul; Back to Galilee; The message of the Fourth Evangelist.

Barnes and Lane

An easy primer; il. in col. by Blanche Fisher Wright and Edna F. Hart. 124 p. D [c. '21] Bost., Ginn 60 c. n.

Bentley, E. L.

Bentley's table code; for use with any edition of Bentley's complete phrase code, or with any other public or private code; more than 22,000 code words. 2+170 p. O '21 N. Y., Rose Print Co., 32 Vesey St. \$10 n.

Bernstein, Herman

History of a lie; protocols of the wise men of Zion; a study. 84 p. il. D N. Y., J. S. Ogilvie Pub. Co., 57 Rose St. pap. 50 c.; 75 c. n.

Partial contents: The mysterious protocols; The story from which the protocols were fabricated; Fiction forged into "fact"; The Russian sponsors of the forgery; The black hundreds, their dupes and crimes.

Biedermann, Rudolf, ed.

Chemiker-kalender, 1921; ein hilfsbuch für chemiker, physiker, mineralogen industrielle, pharmazeuten, hüttenmänner usw; neubearbeitet von professor Dr. Walther Roth; in zwei banden; zweiundvierzigster jahrgang. 19+502; 520+56 p. tabs. diagrs. T N. Y., Lemcke & Buechner \$2.40 n.

Boucher, Francois, comp.

American footprints in Paris; a guide book of historical data pertaining to Americans in the French capital from the earliest days to the present times; tr., rev. and ed. with preface by Frances Wilson Huard. 10+106 p. D [c. '21] N. Y., Doran \$2 n.

Partial contents: Versailles; Suburbs of Paris; American writers in Paris; Charitable America in Paris.

tory; notes, and a glossary, by J. T. Fowler; a new ed., rev.; with an index. 280 p. O '21 N. Y., Oxford Univ. Press \$4.75

Bradshaw's Continental guide. 299 p. S '20
N. Y., Brentano's \$1.90 n.

Briggs, G. W.

The chamars. 270 p. il. O (The religious life of India) '21 N. Y., Oxford Univ. Press \$2.70

Brown, Gerald Baldwin

The arts in early England; the Ruthwell and Bewcastle crosses, the Gospels of Lindisfarne, and other Christian monuments of Northumbria; with philological chapters by A. Blyth Webster; [v. 5] 15+420 p. front. pls. il. O '21 N. Y., Dutton \$12 n.

Brown, Peter Hume

Life of Goethe; ed. by Viscount Haldane; 2 v. 820 p. il. O '21 N. Y., Holt \$10 n.

Bunyan, John

Bunyan's Pilgrim's progress; abridged and ed. by Margaret A. Gilliland. 191 p. front. (por.) T (The king's treasures of literature) N. Y., Dutton 70 c. n.

Burns, Robert

Selections from Robert Burns; ed. by J. Hunter Craig. 192 p. front. (por.) T (The king's treasures of literature) N. Y., Dutton 70 c. n.

Cano, B. Sanin

Spanish reader; ed. with notes and a vocabulary. 4+140 p. O (Oxford Spanish ser.) '21 N. Y., Oxford Univ. Press \$1.60

Chamberlain, James Franklin

Geography; physical, economic, regional. 18+509 p. il. pls. tabs. diagrs. maps (part col.) O (Lippincott's school text ser.) [c. '21] Phil., Lippincott \$3.50 n.

Child, Richard Washburn

The velvet black. 387 p. D [c. '21] N. Y., Dutton \$2 n.
Eleven short stories.

Clark, G. N.

Unifying the world. 116 p. D (Handbooks on international relations) N. Y., Harcourt, Brace & Co. \$1 n.

Partial contents: Modern methods of communication; Communications, national and international; Effects of war and commerce on communications.

Clark, James Bayard

The control of sex infections. 7+132 p. D c. '21 N. Y., Macmillan \$1.50 n.

Bowditch, Nathaniel

American practical navigator; an epitome of navigation and nautical astronomy; originally by Nathaniel Bowditch; pub. and sold by the U. S. Hydrographic office, under the authority of the secretary of the navy; [First pub. under title The new American practical navigator; rev. in 1880 by P. H. Cooper and in 1903 by G. W. Logan.] various paging il. tabs. O (U. S. Hydrographic office, pub. no. 9) Wash., D. C., Gov. Pr. Off., Supt. of Doc. \$1.80

Bradley, Andrew Cecil, ed.

Essays and studies; by Members of the English Assn.; v. 6. 146 p. O '21 N. Y., Oxford Univ. Press \$3

California. District Courts of Appeal

Reports [of] Randolph V. Whiting and others; Feb. 18, 1919, to April 26, 1919; v. 40. 933 p. O '20 San Francisco, Cal., Bancroft-Whitney Co. buck. \$3

Clarke, Isabel Constance

Tressider's sister; a novel. 409 p. D c. N. Y., Benziger Bros. \$2.50 n.

A love story in which there is a practical presentation of modern sociological conditions from the Catholic viewpoint.

Coit, Henry A.

The arbitrators; a play in three acts. 92 p. D (American dramatists ser.) [c. '21] Bost., Badger \$1.75 n.

Coleridge, Samuel Taylor

The ancient mariner and other poems and prose; ed. by W. B. Henderson. 176 p. front. (por.) T (The king's treasures of literature) N. Y., Dutton 70 c. n.

Conklin, Edwin Grant

The direction of human evolution. 13+247 p. front. D c. N. Y., Scribner \$2.50 n.

This work is divided into three parts—pt. 1, Paths and possibilities of human evolution; pt. 2, Evolution and democracy; pt. 3, Evolution and religion.

Cronin, Bernard

Timber wolves. 10+358 p. col. front. D '21 c. '20-'21 N. Y., Macmillan \$2 n.

A story of mystery and adventure of the timberlands of Tasmania.

Crossen, Harry S.

Operative gynecology; 2nd rev. and enl. edition. 670 p. il. O c. '20 Milwaukee, Wis., C. V. Mosby Co. \$10 n.

Curran, Edwin

New poems. no paging O '21 c. '20 Bost., Four Seas Co. pap. \$1

Denis, Leon

Here and hereafter; treatise on spiritual philosophy. 352 p. D '20 N. Y., Brentano's \$2.50 n.

Dickens, Charles

A Christmas carol; il. by C. E. Brock. 189 p. front. (por.) T (The king's treasures of literature) N. Y., Dutton 70 c. n.

The wreck of the Golden Mary and other stories. 256 p. front. (por.) T (The king's treasures of literature) N. Y., Dutton 70 c. n.

California. Supreme Court

Reports on cases determined from Sept. 20, 1918, to Feb. 24, 1919; v. 179; From Feb. 24, 1919, to August 6, 1919; Randolph V. Whiting, reporter; v. 180. 963; 930 p. O '20 San Francisco, Cal., Bancroft-Whitney Co. buck. ea. \$3

Cope, Zachary

Surgical aspects of dysentery; including Liver-abscess. 10+158 p. col. pls. il. O '21 N. Y., Oxford Univ. Press \$5

Crohurst, Harry Rounseville

Municipal wastes, their character, collection, disposal; prepared by direction of the surgeon general; [and] Municipal powers as to garbage, by John Simpson. 98 p. (10 p. bibl.) il. tabs. diagrs. O (U. S. Public health service; Pub. health bull. no. 107) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 20 c.

Douglas, Norman

South wind; [a novel.] 464 p. D '20 N. Y., Moffat, Yard & Co. \$2.25 n.

Drinkwater, John

Mary Stuart; a play. 73 p. D c. Bost., Houghton Mifflin bds. \$1.25 n.

A play in which the author sees the young queen beautiful and fascinating.

Endelman, Julio, and Wagner, A. F.

General and dental pathology; with special reference to etiology and pathologic anatomy. 475 p. il. pls. (part col.) O c. '20 Milwaukee, Wis., C. V. Mosby Co. \$7 n.

Evans, Charles, jr. [Chick Evans]

Chick Evans' golf book; the story of the sporting battles of the greatest of all American golfers. 343 p. front. pls. D [c. '21] N. Y., Thomas E. Wilson & Co., 25 W. 45th St. \$3.50 n.

Mr. Evans' own story of his career, along with much of the history of the game of golf in America, illustrated from photographs taken of the great golfing events in which he participated.

Ewing, Mrs. Juliana Horatia Gatty

The story of a short life and Jackanapes. 253 p. front. (por.) T (The king's treasures of literature) N. Y., Dutton 70 c. n.

Export tariff for the trade of China; general tariff of 1858; under the cognizance of the Inspectorate general of customs; 6th ed., 1920; compiled and printed for the sole use of the Customs Service, by order of the Inspector general; [written in Chinese-English.] 28 p. O N. Y., G. E. Stechert bds. 75 c.

Fray, Joseph

The repairing optician; a beginner's guide to the optical workshop. 8+183 p. il. O '21 N. Y., Oxford Univ. Press \$3.85

Fretwork; fretcutting, inlaying and overlaying. 231 p. il. diagrs. D (The woodworker ser.) Phil., Lippincott \$1.50 n.

This volume deals with fretcutting as an artistic woodcraft.

Fuller, Arthur Franklin

Friendship; and other writings. 89 p. D '20 Los Angeles, Cal., [Author] \$1.50

Garis, Howard Roger

Dottie and Willie Flufftail. 198 p. il. O (Uncle Wiggily bed-time ser.) c. '20 N. Y., Burt 75 c.

Uncle Wiggily and Baby Bunt. 161 p. il.

Fain, John Tyree, comp.

Fain's critical and analytical index and genealogical guide to Ramsey's Annals of Tennessee, embracing all proper names as well as important topical subjects. 86 p. O '20 Nashville, Tenn., J. Paul Hunter, 401½ Church St. Pr. for subscribers

Firestone Tire and Rubber Co.

The motor truck terminal. 23 p. map diagrs. tab. O (Bull. no. 7) '21 Akron, O. The Firestone Ship by Truck Bureau, Firestone Pk. pap. gratis

Fort Worth [Tex.] official pocket guide and directory; containing the latest street and industrial map of greater Fort Worth City; streets; Tarrant Co. road map; street car lines, organizations, build-

O (Uncle Wiggily bed-time ser.) c. '20 N. Y., Burt 75 c.

Uncle Wiggily's rheumatism. 208 p. il. O (Uncle Wiggily bed-time ser.) c. '20 N. Y., Burt 75 c.

Gaskell, Mrs. Elizabeth Cleghorn Stevenson

Cranford; ed. by Norman Hepple. 288 p. front. (por.) T (The king's treasures of literature) N. Y., Dutton 70 c. n.

Grimshaw, Beatrice Ethel

My South Sea sweetheart. 292 p. D c. N. Y., Macmillan \$2 n.

The life story of a little girl who grew up in the caves of Hiliwa Dara.

Gullick, M. E.

Manuel's adventure. 32 p. col. front. col. pls. S (Overseas children) N. Y., Oxford Univ. Press pap. 25 c. n.

The banana boy. 32 p. col. front. col. pls. S (Overseas children) N. Y., Oxford Univ. Press pap. 25 c. n.

The little brown girl. 32 p. col. front. col. pls. S (Overseas children) N. Y., Oxford Univ. Press pap. 25 c. n.

The pigtail boy. 32 p. col. front. col. pls. S (Overseas children) N. Y., Oxford Univ. Press pap. 25 c. n.

The sheik's daughter. 32 p. col. front. col. pls. S (Overseas children) N. Y., Oxford Univ. Press pap. 25 c. n.

The sunflower girl. 32 p. col. front. col. pls. S (Overseas children) N. Y., Oxford Univ. Press pap. 25 c. n.

Stories of Spanish, African, Australian, Arabian, Japanese and Chinese children, told for little folk.

Hardy, Thomas

Under the greenwood tree. 256 p. front. (por.) T (The king's treasures of literature) N. Y., Dutton 70 c. n.

Hart, William S.

The golden west boys; Injun and Whitey strike out for themselves; il. by Harold Cue. 5+278 p. front. pls. D (Boys' golden west ser.) c. Bost., Houghton Mifflin \$1.75 n.

The adventures of the two boys on a hunting expedition into the mountains, where they find a gold-mine, an Indian war, savage bears and an old enemy.

Hawley, Ralph Chipman

The practice of silviculture; with particular reference to its application in the United States. 11+353 p. il. O c. N. Y., Wiley \$4 n.

ings, churches, schools, parks and other daily useful information; prepared in cooperation and under the auspices of Fort Worth Chamber of Commerce. 93 p. il. fold. maps O [c. '20] Fort Worth, Tex., The Map and Guide Pub. Co. pap. \$1

Goodhue, Edward Solon

The victim [verse]; [reprinted from the *Medical Pickwick*]. 9 p. D '20 Honolulu, H. I., Star-Bulletin Press pap. 50 c.

Gretton, R. H.

The Burford records; a study in minor town government; with 16 full-page pls., 2 fronts. in colotype, and indexes. 20+736 p. O '21 N. Y., Oxford Univ. Press \$21 n.

Headley, Alfred H., ed.

London in literature. 288 p. front. (por.) T (The king's treasures of literature) N. Y., Dutton 70 c. n.

Henderson, William James

Early history of singing. 9+201 p. music D c. N. Y., Longmans, Green \$1.50 n.

The author traces the development of the modern art of singing from the beginning of the Christian era to the time of Scarlatti.

Henry, Theodore Spafford

Classroom problems in the education of gifted children. 126 p. O (Pt. 2, 19th year-book, Nat. Society for the study of Education) c. '20 Bloomington, Ill., Public-School Pub. Co. pap. \$1.10 n.

Hichens, Robert Smythe

The spirit of the time; a novel of today. 251 p. D [c. '21] N. Y., Doran \$2 n.

A story of mystery and intrigue, in which a Russian princess came out of Russia and disappeared into the waste of Asia.

Homer

The odyssey of Homer; tr. by George Herbert Palmer; rev. ed. 34+402 p. front. fold. map D (Riverside literature ser., no. 180) [c. '84-'21] Bost., Houghton Mifflin \$1.12 n.

Hudson, William Henry

Birds in a village. 178 p. front. (por.) T (The king's treasures of literature) N. Y., Dutton 70 c. n.

Humphrey, A. H.

Random rhymes of a suburbanite. 39 p. S c. '20 N. Y. and Cin., Methodist Bk. Concern 50 c.

Hurst, Arthur Frederick, M.D.

The psychology of the special senses and their functional disorders; the Croonian lectures delivered before the Royal College of Physicians in June, 1920. 10+120 p. il. O '21 N. Y., Oxford Univ. Press \$5

Hurst, Fannie [Mrs. Jacques Danielson]

Star-dust; the story of an American girl. 458 p. front. D [c. '21] N. Y., Harper \$2 n.

The story of mother-love and how dreams and ambitions were realized in the daughter.

Irwin, Inez Haynes [Mrs. William Henry Irwin, formerly Inez Haynes Gillmore]

Out of the air. 269 p. D '21 c. '20-'21 N. Y., Harcourt, Brace & Co. \$2 n.

The story of a young writer who occupies an old New England house which he finds to be haunted.

Howard, Asher, comp.

The leaders of the Nonpartisan league; their aims, purposes and records reproduced from original letters and documents; with a letter to the public by Senator Ole O. Sageng, ex-Senator J. E. Haycroft and Capt. Frank E. Reed. 127 p. il. O c. '20 Minneapolis, Minn., [Author] pap. 50 c. n.

Huebner, Solomon S.

Report on legislative obstructions to the development of marine insurance in the United States, by S. S. Huebner, expert in insurance to the U. S. Shipping Bd. and the Committee on the Merchant marine and fisheries; including the proposed bill to regulate marine insurance. 85 p. tabs. O Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. apply

Iwasaki, Uichi

The working forces in Japanese politics; a brief account of political conflicts; 1867-1920. 141 p. (6 p. bibl.) O (Studies in hist., economics and public law; v. 97, no. 1, whole no. 220) c. N. Y., Longmans, Green pap. \$1.25 n.

A study of Japanese political forces from the viewpoint of modern sociology.

Jacobs, Katherine, ed.

A list of American doctoral dissertations printed in 1917. 204 p. O (Library of Congress) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. 35 c.

Jacobsen, Jens Peter

Mogens; and other stories; tr. from the Danish by Anna Grabow. 150 p. S (The sea gull library) c. N. Y., N. L. Brown \$1.50 n.

Contents: Mogens; The plague at Bergamo; There should have been roses; Mrs. Fönss.

Johnson, Gladys E.

Wind along the waste. 278 p. front. D c. N. Y., Century Co. \$2 n.

A mystery story, having to do with a lonely house on the California shore.

Johnston, Sir Harry Hamilton

The backward peoples and our relations with them. 64 p. O (World of to-day ser. no. 1) N. Y., Oxford Univ. Press \$1 n.

Corrected entry. Entered Mar. 12, as published by Dutton.

Joint commission on unification of the Methodist Episcopal Church and the Methodist Episcopal Church, South; v. 3; proceedings at St. Louis, Mo., April 10-13, 1918; at Cleveland, O., July 7-10, 1919; at Louisville, Ky., January 15-20, 1920; also report submitted by the Ad Interim Committee, Richmond, Va., Nov. 7, 1919. 567 p. O [c. '20] N. Y. and Cin., Methodist Bk. Concern \$2.50 n.

Jordan, Louis Henry

Comparative religion; a survey of its recent literature; v. 1, 1900-1909; 2nd ed., rev. and augmented. 8+106 p. O '21 N. Y., Oxford Univ. Press \$4.50

Judson, Clara Ingram [Mrs. James McIntosh Judson]

Sewing without mother's help; a story sewing book for beginners. 151 p. front. il. S (What I can do with my hands books) [c. '21] N. Y., The Nourse Co. \$1 n.

A practical book of instruction for making clothes for dolls and for the child herself.

Ingram, T. A., ed.

The new Hazell annual and almanack for the year 1921; giving the most recent and authoritative information concerning the British Empire, the nations of the world and all the important topics of the day; together with much astronomical and other useful matter; 36th year of issue. 56+824 p. O '21 N. Y., Oxford Univ. Press \$3.75 n.

International Conciliation

Voices across the Canal; addresses by Dr. John Bassett Moore, Dr. Belisario Porras, Dr. Rafael H. Elizalde. 23 p. (3½ p. bibl.) D (Interamerican div. bull. no. 23) N. Y., Am. Assn. for International Conciliation pap.

Keahle, Robert, ed.

Pilgrim papers; from the writings of Francis Thomas Wilfrid, priest. 14+234 p. D [c. '21] N. Y., Dutton \$2 n.

A picture of the spiritual struggles, depressions and moments of exaltation of a lonely missionary in Africa, drawn thru letters to the editor.

Keppel, Francis

Built in Jerusalem's wall. 10+170 p. O N. Y., Oxford Univ. Press \$3.85

Kent, Ronald W.

Elementary lessons in the mathematics of electricity. 72 p. il. diagrs. O '20 Minneapolis, Minn., Press of the Dunwoody Inst. \$1

Kephart, Horace

Our Southern highlanders. [New ed.] 395 p. front. (por.) maps pls. O '21 c. '13 N. Y., Macmillan \$2.50 n.

Korb, Johann Georg

Scenes from the court of Peter the Great, based on the Latin diary of John G. Korb, a secretary of the Austrian legation at the court of Peter the Great; ed. by Dr. F. L. Glaser. 23+174 p. D (Historical miniatures, no. 1) '21 N. Y., N. L. Brown \$2 n.

Kuhnert, William

Animal portraiture. 105 p. pls. O '20 N. Y., Brentano's \$20 n.

Labiche, Eugène

Le voyage de Monsieur Perrichon; adapted and ed. by G. H. Wade; with an introd., notes and a vocabulary. 20+162 p. O (Oxford French plain texts) N. Y., Oxford Univ. Press \$1.35

Lamb, Charles

Essays of Elia; ed. and selected by Atholstan Ridgway. 256 p. (1 p. bibl.) front. (por.) T (The king's treasures of literature) N. Y., Dutton 70 c. n.

Levison, Eric

The eye witness. 355 p. D [c. '21] Indianapolis, Ind., Bobbs-Merrill \$1.75 n.

The story of the mystery of a murder and skillful counterfeiting.

Lewis homes of character; giving a large number of plans and specifications for homes, bungalows, garages, etc., on the Lewis method, for anybody to select from, materials for which will be sent on receipt of a certain sum and the balance later. 159 p. il. pls. Q '21 c. '20 Milwaukee, Wis., C. N. Caspar Co. bds. \$1.75 n.

Koser, Stewart Arment

A bacteriological study of canned ripe olives; [with bibliographies]. various paging O (U. S. Dept. of Agric., Journal of Agric. research, v. 20, no. 5) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. apply

Lee, Gerald Stanley

A confidential letter to a nation; epilogue to The ghost in the White House. 17 p. D [c. '20] Northampton, Mass., [Author], 88 High St. apply

Lovett, Sir Verney

The importance of a clear understanding of Britain's work in India; an inaugural lecture delivered before the University of Oxford on Nov. 4, 1920. 16 p. O N. Y., Oxford Univ. Press pap. 70 c.

Loeb, Isidor

Syllabus of American citizenship. 5+155 p. D c. '20 Columbia, Mo., Missouri Bk. Co. pap. 90 c.

Longfellow, Henry Wadsworth

The song of Hiawatha; ed. by Edith Kimp-ton. 256 p. front. (por.) T (The king's treasures of literature) N. Y., Dutton 70 c. n.

Loti, Pierre [pseud. for Louis Marie Julien Viaud.]

India. 283 p. il. O '20 N. Y., Stokes \$4 n.

Jerusalem. 212 p. il. O '20 N. Y., Stokes \$4 n.

Madam Chrysanthemum; Japan. 335 p. il. O '20 N. Y., Stokes \$4 n.

Macaulay, Thomas Babington Macaulay, 1st

Macaulay's Lays of ancient Rome, Ivry and Armada; ed. by A. E. Roberts. 192 p. front. (por.) T (The king's treasures of literature) N. Y., Dutton 70 c. n.

MacDougall, Frank H.

Thermodynamics and chemistry. 5+391 p. il. O c. N. Y., Wiley \$5.50 n.

Marshall, William Vickroy

Worthlessness of excess profits. 27 p. D [c. '21] N. Y., J. S. Ogilvie pap. 25 c.

Partial contents: The insanity of profiteering; The graduated tax and the protective tariff; Profiteering doubly afflictive.

Massey, W. T.

Allenby's final triumph. 10+347 p. front. pls. maps (part fold.) O N. Y., Dutton \$8 n.

The story of the Egyptian Expeditionary Force and of the stern tasks which they performed. The book is illustrated from photographs.

Mathewson, Park

Acceptances; trade and bankers'; with an introd. by William Walker Orr. 14+372 p. il. forms facsms. D c. N. Y., Appleton \$3 n.

This volume is divided into three parts—pt. 1, Acceptance theory, procedure and practice; pt. 2, Rulings and opinions of counsel of the Federal Reserve Board on acceptance procedure; pt. 3, Data for trade acceptance campaigns.

Maynard, Theodore

The divine adventure; a novel. 315 p. D [c. '21] N. Y., Stokes \$2 n.

A story of the active vs. the sheltered life.

Macdonald, George

P. Hume Brown, 1849-1918; a memoir. 6 p. O (British academy) '21 N. Y., Oxford Univ. Press pap. 45 c.

Mackail, John William

W. J. Courthope, 1842-1917; memoir. 10 p. O (British academy) '21 N. Y., Oxford Univ. Press pap. 70 c.

McKinney, William M., ed.

California jurisprudence; a complete statement of the law and practice of the state of California; v. 1, Abandonment to ancient lights; with an introd. by Hon. William W. Morrow. 1177 p. O '21 San Francisco, Cal., Bancroft-Whitney Co. \$10

More, Paul Elmer

A New England group and others; Shelburne essays; 11th series. 295 p. D c. Bost., Houghton Mifflin \$2 n.

Partial contents: The spirit and poetry of early New England; Evolution and the other world; Samuel Butler of Erewhon; Oxford, women and God.

Morley, Sylvanus Griswald

Spanish humor; il. by Leon D'Emo. 304 p. S (International modern language ser.) c. '21 Bost., Ginn \$1 n.

Mowat, R. B.

A new history of Great Britain; pt. 2, from the accession of James I to the Congress of Vienna. 16+672 p. il. O N. Y., Oxford Univ. Press \$2.25

Murke, Franz

Condensed description of the manufacture of beet sugar. 5+175 p. O '21 N. Y., Wiley \$2.50 n.

Neihardt, John Gneisenau

Two mothers. 3+82 p. il. music D '21 N. Y., Macmillan \$1.25 n.

Niemeyer, Nannie, ed.

Stories from history; Henry III to Edward IV. 192 p. front. T (The king's treasures of literature) N. Y., Dutton 70 c. n.

O'Reilly, Joseph John Edward

How to become a patrolman; 8th ed. 9+253 p. S [c. '21] N. Y., The New York Civil Service Employees' Pub. Co., 5 Beekman St. \$2

Osborn, Alexander Falckney

A short course in advertising; with a preface by Mac Martin. 13+248 p. front. il. pls. O c. N. Y., Scribner \$3 n.

Partial contents: How advertising aids civilization; The trade-mark as a mental peg; What words work best on the prospect; Ways to win attention; Analysis of retail appeal; Planning the general campaign; The dealer's store as a medium; The mail as a medium.

Pickles, Herbert

The new world geographies; bk. 1, Woods, fields, and sea. 128 p. O '20 N. Y., Oxford Univ. Press 85 c.

Pigou, Arthur Cecil

A capital levy and a levy on war wealth. 62 p. O (World of to-day ser., no. 4) N. Y., Oxford Univ. Press \$1 n.

Plant, S. C.

Handbook for the guidance of shipmasters on the Ichang-Chungking section of the Yangtze River; pub. by order of the Inspector general of customs [China]; [written in Chinese-English]. 91 p. charts (part col. and part fold.) Q (China, the maritime customs, special ser. no. 34) N. Y., G. E. Stechert bds. \$2

Morse, Willard S., and Brinckle, Gertrude, comp.

Howard Pyle; a record of his illustrations and writings; [this work has been issued to the contributing members of the society and to the public libraries of the principal cities of the country.] 217 p. front. (por.) il. O '21 Wilmington, Del., The Wilmington Society of the Fine Arts priv. pr. [500 copies]

nese-English]. 91 p. charts (part col. and part fold.) Q (China, the maritime customs, special ser. no. 34) N. Y., G. E. Stechert bds. \$2

Poteat, Gordon

A Greatheart of the South, John Todd Anderson, medical missionary. 9+123 p. front. pls. pors. D [c. '21] N. Y., Doran \$1.50 n.

Prochaska, Ernst

Coal washing. 12+382 p. il. O '21 N. Y., McGraw-Hill \$4 n.

Pyre, James Francis Augustine

Wisconsin. 419 p. O (Am. college and univ. ser.) N. Y., Oxford Univ. Press \$3.50 n.

Ransome, Arthur

Aladdin and his wonderful lamp [verse]. no paging il. O '20 N. Y., Brentano's \$6 n.; leath. \$20 n. bxd.

Rare Lincolniana, no. 15; comprising. Two contributions [poem] from the Dutch of J. C. Altorffer; Abraham Lincoln, the Nation's martyr [1865], John W. Tarbox; President Lincoln's unlucky pass [1887], Allan Forman; President Lincoln and colonization, Chas. K. Tuckerman; My first and my last sight of President Lincoln, Gen. Horatio King; Abraham Lincoln at Cincinnati, W. M. Dickson; President Lincoln's bravery, Gen. B. F. Butler; Lincoln and Missouri; Lincoln's last anecdote, Gen. J. G. Wilson; Cobden on Lincoln, John Morley; An unpublished letter [1860]. 71 p. O (The magazine of history with notes and queries, extra no. 69) Tarrytown, N. Y., William Abbatt pap. \$4.50

Rawlinson, H. G.

British beginnings in Western India; 1579-1657; an account of the early days of the British Factory of Surat. 6+158 p. il. pls. maps O '20 N. Y., Oxford Univ. Press \$4.75 n.

Revised import tariff for the trade of China, 1919; with index; published by order of the Inspector general of customs; English and Chinese. 69 p. O '20 N. Y., G. E. Stechert bds. 75 c.

Richards, Gertrude Moore [Mrs. Waldo Richards], comp.

Star-points; songs of joy, faith and promise from the present-day poets. 25+228 p. D c. Bost., Houghton Mifflin \$1.75 n.

Poems by John Finley, Richard Le Gallienne, Edwin Markham, John Drinkwater, Alfred Noyes, Harry Kemp, Christopher Morley, Joyce Kilmer, Walter de la Mare and others.

Oregon. Supreme Court

Reports of cases decided in the Supreme Court of the state of Oregon, April 6, 1920, to July 6, 1920; v. 96. 800 p. O '21 San Francisco, Cal., Bancroft-Whitney Co. buck. \$5

Oxford University

The Oxford sheet almanack for 1921; the 247th of the series that began in 1674. il. (part col.) 39 x 30 in. N. Y., Oxford Univ. Press \$2

Robinson, Geraldine

Three kittens in a boat. 51 p. col. front. col. pls. obl. T N. Y., Frederick Warne & Co. bds. 75 c.

Adventures of three kittens while on a holiday.

Rogers, Robert Emmons, ed.

The voice of science in 19th century literature; representative prose and verse; with an introd. by Henry Greenleaf Pearson. 11+328 p. D [c. '21] Bost., The Atlantic Monthly Press \$2 n.

Among others, this collection contains prose and poetical selections of Matthew Arnold, R. L. Stevenson, Edward Fitzgerald, R. Browning, Thomas Hardy, Walt Whitman and W. E. Henley.

Rose, Leon Goodwin

The commercial photographer. 3+145 p. il. diags. O '20 Phila., Frank V. Chambers, 153 N. 7th St. \$4

Rostand, Edmond

Cyrano de Bergerac; comédie héroïque en cinq actes; ed. with introd., notes and vocabulary by Otto Kuhns and Henry Ward Church. 13+225 p. front. pls. D [c. '20] N. Y., Holt \$1.12 n.

Rushmore, Elsie Mitchell, ed.

Social workers' guide to the serial publications of representative social agencies; with an introd. by Frederick W. Jenkins. 174 p. O c. N. Y., Russell Sage Foundation \$3.50 n.

Ruskin, John

Unto his last; ed. by Susan Cunningham. 181 p. front. (por.) T (The king's treasures of literature) N. Y., Dutton 70 c. n.

Salaman, Redcliffe N.

Palestine reclaimed; letters from a Jewish officer in Palestine; with an introd. by the Hon. W. Ormsby Gore. 12+236 p. fold. map D N. Y., Dutton \$2.50 n.

The author was regimental medical officer to the 39th Royal Fusiliers, the 2nd Judean Battalion.

Salter, Olive Mary

Martha and Mary. 306 p. D c. N. Y., Putnam \$2 n.

A story based on the old Sussex saying that every man has two wives, the real and the ideal.

Sanday, William, and Emmet, C. W.

The New Testament background. 64 p. O (Tracts on Common Prayer, no. 4) N. Y., Oxford Univ. Press pap. 70 c.

Savage, E. S., and Morrison, F. B.

Manual to accompany Henry's Feeds and feeding, [of cattle]; 3rd ed. 165 p. O '21 c.

Rhead, Louis

How to fish the dry fly; describing the latest up-to-date necessary tackle, its cost, and where to get it and the proper method of using it; a description of the American and English dry flies; also how to fish various nymphs from the bottom upwards in place of worms if trout do not respond to flies early in the season or during the late summer. 31 p. front. il. diags. D [c. '21] Brooklyn, N. Y. [Author], 217 Ocean Ave. priv. pr.

'20 Milwaukee, Wis., C. N. Casper Co. \$1.50 n.

Schoell, Franck Louis

Le Paris d'aujourd'hui; with exercises and vocabulary. 7+209 p. front. pls. S [c. '21] N. Y., Holt 96 c. n.

Scott, Evelyn

The narrow house. 221 p. D [c. '21] N. Y., Boni & Liveright \$2 n.

The story of the inter-relations of a family.

Sears, John Harold

Sears' trust estates as business companies; organization, approved forms, and precedents; 2nd ed. [rev. and re-written.] 800 p. O [c. '12-'21] Kansas City, Mo., Vernon Law Bk. Co., 1016 Walnut St. \$10

The first edition of this work was published by T. H. Flood & Co., Chicago, in 1912.

Shakespeare, William

Shakespeare's Coriolanus; ed. by George Green. 191 p. front. (por.) T (The king's treasures of literature) N. Y., Dutton 70 c. n.

Shakespeare's Julius Caesar; ed. by E. F. Horsley. 189 p. front. (por.) T (The king's treasures of literature) N. Y., Dutton 70 c. n.

Shay, Frank, and Loving, Pierre, eds.

Fifty contemporary one-act plays. 8+582 p. (25¼ p. bibl.) O [c. '20] Cin., Stewart & Kidd, 121 East 5th Ave. \$5; ¾ mor. \$12 n.

A collection of famous plays of Austria, Belgium, Bolivia, France, Germany, England, Ireland, Hungary, Russia, United States and other countries, together with plays from the Yiddish.

Sheldon's export trade; containing buyers in

New York for foreign markets, classified, giving classes of merchandise bought and countries bought for; also representatives in New York of foreign houses. 242 p. O '21 N. Y., J. D. Sheldon Co., 32 Union Sq. \$3

Sidgwick, Ethel

Madam. 339 p. D [c. '21] Bost., Small, Maynard & Co. \$2 n.

A novel of London, since the war.

Simpson, Fannie Louise

Autumn leaves. [verse] 100 p. D c. '20 Nacogdoches, Tex. [Author], R. 3, Box 30 \$1.50

Simpson, Robert

Swamp breath. 326 p. D N. Y., McCann \$2 n.

Rich, Burdett A., and others

American law reports annotated; nos. 7, 8, 9, 1785; 1731; 1696 p. O '20 San Francisco, Cal., Bancroft-Whitney Co. buck. ea. \$8.50

Stenton, F. M., ed.

Documents illustrative of the social and economic history of the Dane law from various collections. 144+554 p. O (Records of the social and economic hist. of England and Wales, v. 5) '21 N. Y., Oxford Univ. Press \$14.15

Skamble, Skimble

The conceited princess; an original fairy story; il. by Winifred M. Warne. 42 p. col. front. il. col. pls. T N. Y., Frederick Warne & Co. 60 c.

The dark wood; an original fairy story; il. by Winifred M. Warne. 41 p. col. front. il. col. pls. T N. Y., Frederick Warne & Co. 60 c.

Periwinkle and the fairies; an original fairy story; il. by Winifred M. Warne. 41 p. col. front. il. col. pls. T N. Y., Frederick Warne & Co. 60 c.

The princess and the elf; an original fairy story; il. by Winifred M. Warne. 42 p. col. front. il. col. pls. T N. Y., Frederick Warne & Co. 60 c.

Smith, L. M.

The early history of the Monastery of Cluny. 10+226 p. O '21 N. Y., Oxford Univ. Press \$7.20

Sneath, Elias Hershey, ed.

At one with the invisible; studies in mysticism. 291 p. D c. N. Y., Macmillan \$3 n.

Partial contents: Mysticism of the Hebrew prophets; Mysticism in India; The mysticism of Jesus; Mysticism in Islam; Mysticism of George Fox; The mysticism of Wordsworth.

Snowden, James Henry

The attractions of the ministry. 119 p. S c. Phil., The Westminster Press 90 c. n.

A wonderful morning; an interpretation of Easter; decorations by Maud and Miska Petersham. 155 p. col. front. S c. N. Y., Macmillan bds. \$1.75 n.

The trustworthiness of the records; The appearances of the Risen Lord; The establishment and history of the Christian Church; The significance of the resurrection of Christ.

Spadoni, Adriana

The noise of the world. 256 p. D [c. '21] N. Y., Boni & Liveright \$2 n.

A novel of married life.

Speyer, Leonora Von Stock, Lady

A canopic jar. [verse] 9+92 p. D [c. '21] N. Y., Dutton \$2 n.

Staining and polishing; including varnishing and other methods of finishing wood; with a complete index of 1500 references. 217 p. il. D (The woodworker ser.) Phil., Lippincott \$1.50 n.

Partial contents: Stains for woods; Woods for staining; Preparing furniture for French polishing;

Taylor Society, New York, ed.

Frederick Winslow Taylor; a memorial volume; being addresses delivered at the funeral of Frederick Winslow Taylor, Cedron, Indian Queen Lane, Germantown, Pa., March 24, 1915; at a memorial meeting held under the auspices of the Society to promote the science of management; now Taylor Society, Univ. of Pennsylvania, Oct. 22, 1915; and at the Taylor home, "Boxly," Chestnut Hill, Phila.,

Glazing, etc.; Matching and improving; Defects in polishing and their remedies; Oil-polishing and wax-polishing; Stencilling on wood and ornamental wood staining.

Stevenson, Margaret [Mrs. Sinclair Stevenson]

The rites of the twice-born; with a foreword by A. A. MacDonell. 24+474 p. O (The religious quest of India ser.) N. Y., Oxford Univ. Press \$10.50 n.

Stewart, Francis T.

A manual of surgery; 5th ed., rev., enl.; [including radical changes in and many additions to those portions dealing with surgical technic, etc.] 11+1086 p. il. O c. '21 Phil., Blakiston \$10 n.

Storm, Ashley V., and Davis, Kary Cadmus

How to teach agriculture; a book of methods in this subject. 434 p. front. pls. O [c. '21] N. Y., Lippincott \$3.50 n.

How to teach agronomy, animal husbandry, dairying, poultry husbandry, horticulture, farm mechanics, farm management, management of soils and fertilizers, as well as instructions for organizing an agricultural library and community work.

Symons, Arthur

Cesare Borgia; Iseult of Brittany; The toy cart. 213 p. D c. '20 N. Y., Brentano's \$1.75 n.

Taylor, Phillip Meadows

The story of my life; by Col. Phillip Meadows Taylor; ed. by his daughter; with a preface by Henry Reeve; new ed.; with introd. and notes by Henry Bruce. 46+500 p. map O '20 N. Y., Oxford Univ. Press \$7.20; India pap. \$9.45

Tennyson, Alfred Tennyson, Lord

Selections from Tennyson; ed. by J. Herbert Jagger. 253 p. front. (por.) T (The king's treasuries of literature) N. Y., Dutton 70 c. n.

Terhune, Albert Payson

The man in the dark. 311 p. D [c. '21] N. Y., Dutton \$2 n.

A story of moonshiners in the West Virginia hills.

Thatcher, Roscoe Wilfred

The chemistry of plant life. 16+268 p. O (Agric. and biological pub.) c. '21 N. Y., McGraw-Hill \$3 n.

Throop, Lucy Abbott

Furnishing the home in good taste; rev. ed. 251 p. il. pls. O [c. '12-'20] N. Y., McBride \$4.50 n.

Pa., Oct. 23, 1915. 8+108 p. front. (por.) O N. Y., Taylor Society, 29 W. 30th St. [priv. pr.] 100 copies.

Tide Water Oil Co.

War history, Tide Water Companies; told by those who served their country and Tide Water; [ed. by Frances M. Buente.] 62 p. il. pors. O (Tide Water Topics, v. 2, no. 7) [c. '20] N. Y., Tide Water Oil Co., 11 B'way priv. pr.

Trevelyan, William Bouverie

Prayers for church and nation; with a preface by D. C. Lathbury. 11+96 p. D '21 N. Y., Longmans, Green \$1.50 n.

Trinka, Zena Irma

Out where the West begins; being the early and romantic history of North Dakota; il. from photographs by D. F. Barry. 16+432 p. front. pls. (part col.) pors. fold. map O c. '20 St. Paul, Minn., The Pioneer Co., 3rd St. cor. Minnesota ½ leath. \$10

Turner, Cuthbert Hamilton

The study of the New Testament, 1883 and 1920; an inaugural lecture delivered before the Univ. of Oxford on Oct. 22 and 29th, 1920. 66 p. O '21 N. Y., Oxford Univ. Press pap. \$2.25

Tweed, Anne, ed.

Fairy tales everyone should know; il. in col. by Maginel Wright Enright. 256 p. pls. D c. '20 Bost., M. Bradley \$1.60

Van Vechten, Carl

Interpreters. 202 p. D [c. '20] N. Y., Knopf \$2 n.

Warfield, Lewis Marshall

Arteriosclerosis, hypertension and blood pressure; 3rd rev. and enl. ed. 265 p. il. O c. '20 St. Louis, Mo., C. V. Mosby Co. \$4 n.

Waterhouse, Gilbert, ed.

The year book of modern languages, 1920; ed. for the Council of the modern language association. 8+209 p. O N. Y., Macmillan \$5 n.

The editor is professor of German, University of Dublin.

Wells, Wesley Raymond

The biological foundations of belief. 9+124 p. D [c. '21] Bost., Badger \$2 n.

Partial contents: Religious belief and the population question; A classification of religious values; On truth and survival value; Religious and moral education.

Wheelock, Lucy, ed.

The kindergarten children's hour; 5 v.; [v. 1, Stories for little children, by Mrs. Susan S. Harriman; v. 2, Children's occupations by Mrs. Maude Cushing Nash; v. 3, Talks to children, by Mrs. Alice Packard; v. 4, Talks to mothers, by Lucy Wheelock; v. 5, Songs with music, by Alice M. Wyman, comp.] various paging col. fronts. pls. (part col.) diagrs. il. O c. '20 Bost., Houghton Mifflin \$12.50; ½ leath.; \$18.75; leath. \$35.50 [subs. only]

White, Ramy Allison

Sunny boy at the seashore. il. D (Sunny boy ser.) c. '20 Newark, N. J., Barse & Hopkins 75 c.

Sunny boy in the big city. il. D (Sunny boy ser.) c. '20 Newark, N. J., Barse & Hopkins 75 c.

U. S. Federal Bd. for Vocational Education

Bibliography of employment management, June, 1920; [prepared by Edward D. Jones] 119 p. O

Whitfield, Arthur

A handbook of skin diseases and their treatment; 2nd rev. ed. 12+291 p. front. pls. O '21 N. Y., Longmans, Green \$4.50 n.

Whitehill, Dorothy

Phyllis, a twin. col. il. D (Dorothy Whitehill ser.) c. '20 Newark, N. J., Barse & Hopkins 75 c.

Polly and Lois. il. D (Polly Pendleton ser.) c. '20 Newark, N. J., Barse & Hopkins 75 c.

The twins in the South. 220 p. col. il. D (Dorothy Whitehill ser.) c. '20 Newark, N. J., Barse & Hopkins 75 c.

The twins in the West. 218 p. col. il. D (Dorothy Whitehill ser.) c. '20 Newark, N. J., Barse & Hopkins 75 c.

Whitman, John Pratt

The sympathy of the people; a drama of today. 39 p. O '21 c. '20-'21 Bost., Four Seas Co. pap. 75 c.

Wiggin, Kate Douglas Smith [Mrs. George Christopher Riggs]

The bird's Christmas carol. 69 p. front. il. D (Riverside literature ser. no. 232) [c. '86-'16] Bost., Houghton Mifflin 52 c. n.

Wilcox, Constance Grenelle

Told in a Chinese garden; and other plays [for girls]. 214 p. D c. '20 N. Y., Holt \$1.35 n.

Williams, James Mickel

The foundations of social science. 494 p. O c. '20 N. Y., Knopf \$6 n.

Wilson, Philip Whitwell

The vision we forget; a layman's reading of the Book of the Revelation of St. John the Divine. 288 p. O (The forgotten Bible ser., no. 3) [c. '21] N. Y., Revell \$2 n.

The author examines the vision John of Patmos had of the risen Christ—His attitude to world events today—the part He has played and is playing thru the ages.

Winslow, Belle Hagen

The white dawn, an historical novel from Viking times. 261 p. D c. '20 Minneapolis, Minn., Augsburg Pub. House \$1.50

Wyllie, Col. Robert E.

Orders, decorations and insignia, military and civil; with the history and romance of their origin and a full description of each; [foreword by Gen. Peyton C. March]. 21+269 p. pls. (part. col.) tab. O [c. '21] N. Y., Putnam \$9 n.

A history of the decorations of the Allies together with full information of America's medals, citations and shoulder insignia, the latter as worn overseas.

Yeaxlee, Basil A.

An educated nation; with a preface by A. L. Smith. 80 p. D (World of today ser., no. 7) N. Y., Oxford Univ. Press \$1 n.

(Bull. no. 51, Employment Management ser., no. 9) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. apply

Rare Books, Autographs and Prints

JOHAN Hall Wheelock has prepared and Charles Scribner's Sons will shortly publish a "Bibliography of Theodore Roosevelt."

Among the purchases made by Amy Lowell, while recently in this city, was the original manuscript of Keats' "Isabella, or the Pot of Basil," with an essay on Keats in manuscript by Swinburne; the gem was found at Gabriel Wells' bookshop.

Part IV of the collection of George T. Rockwell, of Cedar Grove, N. J., consisting of arms and armors, Japanese prints, books, paintings, lacquer, brocade and carvings, will be sold at the Walpole Galleries, March 28 and 29. The books include both books in English about Japan and books by Japanese authors printed in their own language.

Anders Zorn, the Swedish painter and etcher, is said to have left an estate valued at nearly a million of dollars. He was born of peasant stock in 1860 and had the usual trials to secure a footing in the art world. The last two decades of his life were years of widespread recognition, intensely hard work and profitable remuneration.

The John Rylands Library, at Manchester, England, has just celebrated its twenty-first year and now numbers more than 250,000 volumes and includes the famous Apthorp Library, especially distinguished for its incunabula and early printing, which was sold by the late Lord Spencer, in 1892, for \$250,000 to Mrs. John Rylands, who used it as a nucleus for the great library which she founded in memory of her husband.

The death of Theophile Belin some weeks ago removes an outstanding figure from the Continental book world. His well-known shop in Paris has been a rendezvous of the leading collectors of France for many years. M. Belin was well-known in the auction rooms of Europe, where he was a frequent bidder whenever fine French books, mediæval manuscripts, and early editions of the great printers were for sale.

Part I of the autograph collection of Walter Dormitzer, of South Orange, N. J., including a complete set of the presidents and their cabinets, a large number of signers of the Declaration of Independence and Napoleon and his marshals and the generals that fought against him, were sold by Stan V. Henkels, in Philadelphia, March 18. The rarer items brought good prices but there were many bargains among the more ordinary material.

Even in these days of increased bibliographical information, the collector occasionally makes a "find." The latest discovery reported

is a first edition of Milton's "Paradise Lost" bought not long since at the Book Pound, Eton College, for the absurd price of two-pence. The copy, in almost perfect condition, bears the date 1668 on the title-page, has the fleur-de-lis ornament under the author's name, and contains the rare third title-page, probably inserted when the book was bound.

To the discoveries made in the removal of old bindings from time to time must be added an interesting one reported by the librarian of John Rylands Library, of Manchester, England. In removing the binding of a volume of manuscripts of legal forms seventy-one playing cards came to light. Some of these cards, which evidently belonged to two packs, were hand-painted, the others were much cut away. Printers marks showed that one of the packs was printed at Rouen in or about 1572 and the other in Paris in 1576. The cards have been mounted and added to the library's collection of wood engravings.

A subscriber from Lancaster, Pa., writes: "I wish you would preach one thing to those who own or run second-hand bookshops, namely, to abandon the present unsystematized, mixed-up, dust-covered and uninviting arrangement of books and classify and label their shelves plainly, etc." The PUBLISHERS' WEEKLY has been advocating these ideas for nearly fifty years. During this period much progress has been made; we now have many bookshops in which the books are admirably classified and well cared for. The disorderly and dusty bookshop still continues—much to the loss of the bookseller as well as the inconvenience of his customers—and we shall probably always have them with us. If these booksellers could see their stock as their customers see it, doubtless the progress toward neat and orderly bookshops would be greater.

Selections from the estates of Charles F. Warwick, late mayor of Philadelphia, Charles H. Swan of Germantown, and Reginald L. Hunt of Wayne, consisting of proof etchings, mezzotints, revolutionary war maps, portraits for illustration, etc., will be sold by Stan V. Henkels, in Philadelphia, March 29 and 30. The outstanding item of the sale is a collection of 5,000 engravings, all mounted and ready for binding, gathered by the late Charles H. Swann, for illustrating Stauffer's "American Engravers." His object was to obtain specimens of every engraver mentioned by Stauffer and Fielding in their work in this subject. In his researches he was able to secure examples of nearly every engraver mentioned and in some cases prints of great rarity and in states unknown to the bibliographers. In the collection will be found rare bookplates, portraits, views, battle scenes, maps, plans, and, in fact, every line of engraving as practiced in this

country. Mr. Swann's researches were exhaustive; many rare books have been depleted for this purpose and the cost in money and time in bringing the collection together is incalculable.

The collection of modern etchings made by Herschel V. Jones, of Minneapolis, now on exhibition at the Anderson Galleries, and to be sold March 28 and 29, is one of great attractiveness. It has been said that there is not a poor impression in the collection and this is the conclusion one reaches after giving it a careful examination. More than thirty artists are represented—Alphonse Legros, Auguste Lepere, James McBey and Anders Zorn most fully. One of the finest prints in the entire collection is Whistler's "Weary," of great rarity, and this impression of indescribable beauty, Joseph Pennell very justly says: "Nothing so beautiful, so weary, so true, has been done in ancient or modern art as this dry-point, a study of Jo Hefferman, Whistler's model for the 'White Girl,' and Courbet's also, and probably the model for other artists. This plate was probably done when Jo, tired out, threw herself back and refused to pose any longer, and yet Whistler, never tired, always with so much more to do than he knew he ever could do, seized the chance and made another masterpiece. Every line is vital and meaning and reveals the figure in the great easy chair where Jo has sought rest. It is in things like this that Whistler proves himself among the greatest of the great."

The library of a New York collector, consisting of extra-illustrated books, standard sets in bindings, and attractive miscellaneous books, was sold at the Anderson Galleries, March 17 and 18, to close his estate. The collection as a whole had much to interest the general book buyer with but very little to appeal to the collector. The 557 lots brought \$9,213. Some of the lots and the prices which they brought were the following: Burton's translation of "The Arabian Nights," 16 vols., half morocco, 1900, Denver reprint, \$92.50; Balzac's "La Comedie Humaine," 41 vols., half morocco, Boston, 1899, edition Grand Format, \$142.50; "Odes and Epodes" of Horace, 10 vols., small 4to, levant, Boston, 1901, published by the Bibliophile Society, \$165; Lord Lytton's "Novels," 32 vols., levant, New York, n. d., Japan paper edition, \$250; Alphonse Daudet's "Works," 24 vols., half morocco, Boston, 1898, Champrosay edition, \$170.50; "The Drama," 20 vols., morocco, London, 1903, \$63; Forster's "Life of Goldsmith," 1 vol., extended to 4 by the insertion of 300 portraits and views, London, 1848, first edition, \$50; Green's "History of the English People," 4 vols., extended to 8 by the insertion of over 500 extra illustrations, levant, London, 1877-1880, first edition, \$115; Washington Irving's "Works," 40 vols., half levant, New York, 1895-97, author's autograph edition, \$130; La Fontaine's "Tales and Novels in Verse," 4 vols., levant, Paris, 1877, Japanese paper edition, \$90; Justin McCarthy's "History

of Our Own Times," 5 vols., extended to 10 by the insertion of 600 portraits and 148 autograph letters, notes, etc., levant, by Reviere, London, 1879-1897, \$320; Edgar Allan Poe's "Tales of the Grotesque and Arabesque," 2 vols., cloth, Philadelphia, 1840, first edition, \$110; Charles Reade's "Writings," 25 vols., levant, London, n. d., Edition des Aquarelles, \$165; and Oscar Wilde's "Writings," 15 vols., levant, London and New York, 1907, Collectors' edition, \$160. Gabriel Wells was the largest buyer among the dealers. Many private buyers were present and there were a large number of orders by mail.

F. M. H.

Auction Calendar

Monday and Tuesday evenings, April 18th and 19th, at 8:15. The William Loring Andrews collection of maps, views, prints and books relating to New York and other Americana. (Items 441.) The Anderson Galleries, 489 Park Avenue, New York City.

Catalogs Received

Books dealing mainly with the pictorial arts of Japan. (No. 1; Items 47.) Orientalia, 22 East 60th St., New York City.

Books dealing with the philosophies and religions of the East. (No. 3; Items 87.) Orientalia, 22 East 60th St., New York City.

Books, engravings and drawings chiefly relating to India; also, Afghanistan, Ceylon, Burma, Tibet and Central Asia, Persia, etc. (No. 411; Items 1133.) Francis Edwards, 83 High St., Marylebone, London, W. 1, England.

Miscellaneous second-hand books, ancient and modern. (No. 86; Items 411.) C. Richardson, 42a Rosamond St. West, C.-on-M., Manchester, England.

Rare and valuable books, including works on the fine arts, topography, travels, early printed books, and many out-of-the-way items. (No. 87; Items 729.) G. H. Last, 25, the Broadway, Bromley, Kent, England.

Second-hand books, including many rare and valuable items. (No. 337; Items 1156.) Thomas Thorp, 109 and 110, High Street, Guilford, England.

Works dealing with geography, voyages and travels, chiefly concerning America, Africa and Australia, with some books on the natural history and languages of America. (Part 1; No. 356; Items 1055.) Bernard Quaritch, Ltd., 11 Grafton Street, London, W. 1, England.

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May we send you a set?

The Publishers' Weekly

The Weekly Book Exchange

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Aldus Book Co., 89 Lexington Ave., New York

Cabell, J. B., First editions.
Beerbohm, Max, First editions.
Masefield, John, First editions.
Lawrence, D. H., First editions.
Barrie, J. M., First editions.

Wm. H. Allen, 3417 Walnut St., Philadelphia, Pa.
De Ricci, Louis Seize (XVI) Furniture, In English.
Spelts, Styles of Ornament, Original Batsford edn.

American Antiquarian Society, Worcester, Mass.
Samson Occom's Sermon on Moses Paul, Any editions, 1772-1773.

American Baptist Publication Society, 1107 McGee St., Kansas City, Mo.

Preacher's Homiletic Commentary, complete set.
Sin As a Problem of Today, Orr.
Religious Aspects of Evolution, McCosh.

The American News Co., Inc., 9 Park Place, New York

Life of Cardinal Cheverus, pub. in France by Hamon, translated into English and published in Boston, 1839.

Wm. H. Andre, 607 Kittredge Bldg., Denver, Colo.
Original Dresden Edition of Ingersoll.

Arcade Book Shop, 8th and Olive Sts., St. Louis, Mo.
Yellow Jacket, Bobbs.
Autobiography of a Happy Woman, Moffat, Yard.
Daybolls, School Masters Assistant.
Rives, Castaways, Bobbs.

Theodore Arnold, 333 Dolphin St., Baltimore, Md.
The Royal Pastime.
Cooper, Game Fowl.
Books on Cock Fighting.
Judas, Remington.

Bailey's Book Store, Vanderbilt Sq., Syracuse, N. Y.
Ripley, Rug Book.
Morse, Furniture of the Olden Times.
Moore, Old Furniture Book.
Language Games, Myra King, Educ. Pub. Co.
Kitchen Diary.
Furniture of Our Forefathers, Singleton.
Heavenly Twins, Sarah Grant.

Wm. M. Bains, 1213-15 Market St., Philadelphia, Pa.
Sachs, Sleight of Hand.
Morgan, Habit and Instinct.
Moody, Art of Wall Street Investing.
Mencken, Man vs. The Man.
Mencken, Book of Calumny.
Brewer, Guide to the Scientific Knowledge of Things Familiar.

Moxey, Practical Accounting, Key Pub.
Atherton, Doomswoman.
The Inner Life, or the Joys of My Father's House, Sherman & Co., 1866, three copies.

Baker & Taylor Co., 354 Fourth Ave., New York
Walker, Frank R., Building Estimator's Reference.
Book, latest edition, F. R. Walker Co., Chicago, Ill.

G. W. Barker, 219 S. Dearborn St., Chicago
1000 Theological Books, especially Commentaries.
Send list.

Barnie's Bookery, 727 E., San Diego, Cal.

Corona Typewriter, In first-class order.
English Hexapla After Scholz.
Poetry, First Line Index.
Willson, It Is the Law.

N. J. Bartlett & Co., 37 Cornhill, Boston, Mass.
Bible and Astronomy, Kurtz.
Moths of the Limberlost.

N. J. Bartlett & Co.—Continued

Living Races of Mankind, Hutchinson.
Rupert Brooke, a Memoir by Marsh.

N. J. Bartlett & Co., 28 Cornhill, Boston, Mass.
Pharmacopoeia, first edition, 1820.

A. A. Beauchamp, 603 Boylston St., Boston, Mass.
Charles Sumner, Prophetic Voices Concerning America.
Early Irish Chronicles and Histories.
Humanity, Its Development and Duration, R. Bruck, 2 vols., Paris and Brussels, 1866.
Totten, Our Race Series.
Rotherham, New Testament.

Beecher, Kymmer & Patterson, Kalamazoo, Mich.
The Talmud (translation).
Lichenology for Beginners, pub. by Harvard Co-op. Society.
Schneider, Guide to the Study of Lichens (Boston, 98).

Westell, Young Observers Handbook.
Bonner, Child's History of Spain.
Benton, Book of Anniversaries (Oxford).
Scott, Coins of the World (Elder).
Crane, Beauty and Beast Picture Book.
McGrath, Puppet Crown.
Curtis, Little Maid of Old Philadelphia.
Butterick, Dressmaker, 1916.
Lytle, Letters that Land Orders.
Houston, Wonder Bk. Volcanoes and Earthquakes.
Williams, How It Is Made.
Williams, How It Is Done.

C. P. Bensinger Code Book Co., 19 Whitehall St., N. Y.
A B C 5th A1 Telegraph Code.
Pocket Edition Western Union, Universal.
Any American-Foreign Language Code.

A. F. Bird, 22 Bedford St., Strand, London, Eng.
Copper Handbook, vol. 4.
Poe's Works, 10 vols., second hand; report price.

Blase Benziger & Co., 98-100 Park Place, New York
St. Jure, On Knowledge and Love of Christ, 3 vols.
Bloomingdale Bros., 59 and 60th Sts., Third Ave., New York

Daisy Dryden, a Memoir, by Mrs. S. H. Dryden, pub. by Colonial Press, Boston, 1909, two copies.

Bobbs-Merrill Co., Indianapolis, Indiana

Johnnie, E. O. Laughlin.
The Empire Builders, Francis Lynde.
The Grafts, Francis Lynde.
A Fool For Love, Francis Lynde.

Book Hunters' Shop, 1344 G St., N. W. Washington, D. C.

G. B. Shaw by G. K. Chesterton.
Chesterton, a Criticism.

The Booklovers' Shop, 303 South 2nd Ave., Minneapolis, Minn.

Any of Lester F. Ward, used.
Horton Family, Genealogy.
McMaster's History of U. S., 8 vols.
Frazier's Golden Bough.
Barbusse, Under Fire (in French).
Any Amount Fiction in Polish.
Friar Tuck, Wason.
Vol. 5 Harvard Classics, green cloth.
Technique of Painting, Moreau-Vauthier.

Boston Bookman, 104 Robinwood Ave., Boston 30
Wilby's Dan, W. W. Cook, Dodd, Mead.
His Friend the Enemy, Dillingham.
A Quarter to Four, Dillingham.
Phantasms of the Living.
Roman Memories, Jerome, Sheehan.
Aristocracy and Evolution, W. H. Mallock.

BOOKS WANTED—Continued

Boston Bookman—Continued

Brief Sermons for Busy Men, R. F. Horton.
Genealogy of Ege Family, Ege, Harrisburg, 1911.

Brentano's, 5th Ave. and 27th St., New York
Chopin, James Huneker.
The Tonga Islands, William Mariner.
Lectures on Sculpture, Bohn Library, Flaxman.
Memoirs, Correspondence and Miscellanies of T. Jefferson, 4 vols., T. Jefferson Randolph.
Life of John Randolph.
The Illustrated History of Garnett & Goss English Literature, vol. 2, any binding.
Peter Ibbetson, First English edition.
The Young Sea Officer, Sheet Anchor and Key to the leading of Rigging, England, 1808, Darcy Levor.
Also Second Edition of Same.
American Second Edition, Phila., no date.
The Kedge Anchor (circa 1830-40), Brady.
Sea Life in Nelson's Time, Masfield.

Brentano's, F and 12th Sts., Washington, D. C.
Deerr, Cane Sugar.
Henning's Statutes.
LeBon, Psychology of Revolution.
Ravenel, Charleston.

Brick Row Book Shop, Inc., 104 High St., New Haven, Ct.

Wanderer in Paris.
Wanderer in London.

Brick Row Book Shop, Inc., 19 E. 47th St., New York

First Editions of the following: . .
Song of the Lark, Willa Cather.
Forest Lovers, Hewlett.
Arnold Bennett, Man from the North.
Norman Douglas, South Wind.
What Maisie Knew, Henry James.
Princess Casamassima, Henry James.
Way of All Flesh, Butler.
Eminent Victorians, Strachey.
Max Beerbohm.
George Moore.
Edwin Arlington Robinson, Town Down the River, 1910.
Edwin Arlington Robinson, Children of the Night, 1905.
Edwin Arlington Robinson, Captain Craig, 1902.
Edwin Arlington Robinson, Man Against the Sky, 1916.
Analytical Psychology, 12th edition, Dr. C. J. Jung.
Lyra Apostolica.
De Honesta Voluptate.
Wilson's Ornithology, 9 vols.
Benson's Etchings.
Shut Up in Paris, 1870-71, Nathan H. Shephard.
Dante-Cary's Translation (Temple Classics).
Prosody of Milton, Bridges.
Concord by some writers of Concord.

Bridge-man's Book Shop, 108 Main St., Northampton, Mass.

In the Midst of Life, Bierce.
Art of Thomas Hardy, Johnson.
Moulton's St. Luke and St. Paul, vol. 2 in black leather.

Frank C. Brown, 44 Bromfield St., Boston
Dinks, Mayhew & Hutchins On the Dog.
Hunting Catechism by Col. Thompson.
Modern Development of the Dry Fly, by Halford.
From Forecastle to Cabin, by S. Samuels.
Lord London, by J. H. Bell, McBride.

Brown Book Shop, 328 State St., Madison, Wis.

Mills, J. A., Political Economy, 10 copies.
Smith, Adam, Wealth of Nations, 10 copies.
Ricardo, Political Economy, 10 copies.
Complete Set of George Meredith.

Burrows Brothers Co., 633-637 Euclid Ave., Cleveland
Landing at Cape Ann, Thornton.
Main Currents in 19th Century Literature.

Fanny Butcher, 75 E. Adams St., Chicago

Poems by James Elroy Flecker.
The Cathedral by Huysmans.

John Byrne & Co., 715 14th St., N. W., Washington, D. C.

Swanks, Iron in All Ages.
Schriener's History of the Iron Age.
Bishop's History of Manufactures.
French's History of the Iron Trade.
Osborn on Question Documents.
Ames on Forgery.

Camden Free Public Library, Camden, N. J.
Thoughts on Physical Education, Chas. Caldwell, M.D., Boston, 1833.
Physiology and Calisthenics, Catharine Beecher, New York, 1836.
Health by Exercise, Hartvig Missen, Washington, D. C., 1884.
Play of Man; also Play of Animals, Karl Groos.
Any work on Physical Training, Athletics, Games, Calisthenics, and Playgrounds.

Campion and Co., 1313 Walnut St., Philadelphia
Pools of Silence, Stacpoole.

Carnegie Library of Pittsburgh, Pittsburgh, Pa.
Bleekman, George, The Story of Slate and the Slate Industry, Harrisburg, Pa., 1911.
Brassington, W. S., ed., History of the Art of Book-binding, 1894, Macmillan.
Columbia Scientific Academy, New York, Scientific Course in Character Reading, 1901.
Daniels, F. H., Teaching of Ornament, New York, 1900, J. C. Witter Co.
Fletcher, W. Y., Bookbinding in England and France, 1897, Macm.
Fowler, W. Warde, A Year with the Birds, 1886, Macmillan.
Gutch, C., The Greek Games, Cambridge, 1900.
Hagedorn, Hermann, Troop of the Guard, 1909, Houghton.
Henderson, E. F., History of Germany in the Middle Ages, 1894, Macmillan.
Johnston, R. M., and Browne, W. H., Life of Alexander H. Stephens, new ed., 1883, Lippincott.
Muir, John, Letters to a Friend, 1915, Houghton.
Newton, Sir C. T., Travels and Discoveries in the Levant, 2 vols., London, 1865.
Ogden, Uzal, Antidote to Deism, The Deist Unmasked; or, An Ample Refutation of All the Objections of Thomas Paine Against the Christian Religion, 2 vols., Newark, printed by John Woods, 1795.
Pennell, Eliz. R., Feast of Autolycus.
Pennell, Jos., Modern Illustrations, 1895, Macm.
Turner, F. J., Essays in American History, 1910, Holt.

C. N. Caspar Co., 454 E. Water St., Milwaukee, Wis.
Hopkins, Magic.
Holden, Elementary Astronomy.
Nat. Geog. Magazine, any vols., 1888 to 1900; any nos. 1901-1904, 1906.
Jenness, Romantic Love and Physical Beauty.
Loban, Chiropactice.
Miss Parloa's Cook Book.
Spofford, Lib. of Wit and Humor, v. 2, light cl.
Eddy, Science and Health, state ed., 6 copies.
McCutcheon, Daughter of Anderson Crow.
Wallas, Human Nature in Politics.

Central Book Co., 93 Nassau St., New York
Science & Health, 1st to 50th ed.
C. S. Journals, complete and odd nos.
C. S. Manuals, old pamphlets, etc.

W. G. Chapman, 118 No. La Salle St., Chicago
Van Schaick, Sweepapple Cove.

The Christian Herald, Book Dept., Bible House, New York

Missing Links, by Rev. Morton W. Spencer, published by the author at St. Augustine, Florida, 1895, 2 vols., 12mo, cloth.

The City Library Association, Springfield, Mass.
Brady, Midshipman in the Pacific, two copies.
Catrevas, That Freshman, two copies.
Hobson, Buck Jones at Annapolis, two copies.

BOOKS WANTED—Continued

City Library Association—Continued

Shepard, Jolly Big Alphabet, three copies.
 Sealeman, The Specialty Salesman.
 Wilson, History of the American People, 3 vols.
 Harrison, J. L., Cap and Gown.

The Arthur H. Clark Co., Cleveland, O.

Marshall (John), Life by Beveridge, 4 vols.
 Lincoln (A) by Binns, London, 1907.
 McKinley (Wm.), Life by Halstead, 1896.
 Wood (Norman B.), White Side of a Black Subject, Cincinnati, 1899.
 Insurance, Any Government or State Reports Thereon.
 Duels and Duelling, Any books thereon.
 Catalogs of Guns and Sporting Goods, especially earlier ones.

Chas. W. Clark Co., 128 W. 23d St., New York

Podmore, Life of Robert Owen, Appleton.
 Hurd, Richard, Land Values.
 Dixon, R., Signs Is Signs, Jacobs, 12 copies.

John Clark Co., 1486 W. 25th St., Cleveland, O.

Kenealy, The Book of God.
 Labillardiere's Voyage in Search of La Perouse.

Colesworthy's Book Store, 66 Cornhill, Boston, Mass

Bazin's Book on Hydraulics.
 The Composite Man, Pratt.
 The Sheet Anchor.
 Great Speeches by Great Lawyers.
 Valley of the Giants, Ryne.
 Practical Brewer, Lafayette.
 Wright's Handbook of Distilling.
 Fleischman's Art of Blending.
 Cooper's Distilling.
 Nature Studies in Field and Wood, Reed.
 Secrets Personal Culture.
 Business Power, Meador.

Columbia University Library, New York

Hoffman, Ralph, Guide to the Birds of New England, 1904.
 Marinoni, Antonio, An Italian Reader, latest edition, Jenkins.
 Holland, F., Rise of Intellectual Liberty from Thales to Copernica, Holt, 1885.
 Beveridge, W. H., Unemployment, Longman, 1912.
 Begehot, Literary Studies, vol. 2, Longmans, London, 1905-07.
 Enock, The Republics of Central and South America, Scribners, 1913.
 Smith, J. H., Troubadours at Home, Putnam, 1899.
 L. M. Cornwall, 227 Pa. Ave., N. W., Wash., D. C.
 Holder, Big Game at Sea.
 Portraits and Memoirs of Eminent Americans.
 Summer, Financier, etc., Am. Revol.
 Phillips, Continental and Paper Currency.
 Knights, Mechanical Dicty.
 Archer, Masks and Faces.
 Brown, Key to Expression.
 Mantegazza, Physiognomy and Expression.
 Diderot, Paradox of Acting.
 Watson, History of France.
 Watson, Life of Napoleon.
 Wales, The Yoke.

Cossitt Library, Memphis, Tenn.

McCosh's Religious Aspects of Evolution.
 Moore, Geo., Avowals.
 Book of Fact, Fun and Fiction for the Auctioneer.
 Cassell's Encyclopedia of Photography.

Dartmouth College Library, Hanover, N. H.

Haycraft, J. B., Carwinism and Race Progress.
 Jones, Andrew Johnson.
 Savage, Andrew Johnson.
 Harris, F., Contemporary Portraits.
 Korby, Vocal and Action Language, Culture and Expression.
 Moore, Cumulative Voting.

Davis' Bookstore, 36 Vesey St., New York

Eaton Birds of New York, vol. 1.
 Odd Vols. of Stoddard's Lectures, full black morocco.

Dawson's Book Shop, 518 S. Hill St., Los Angeles

Book Review Digest, 1913 to 1920.
 Dewey, J. H., Pathway of the Spirit.
 New England Magazine, vol. 5, July-Dec., 1833.
 Rawley, Art of Taxidermy.
 Bohme, Diary of a Lost One.

The Public Library, Detroit, Mich.

Freitag, J. K., Fire Prevention and Fire Protection as Applied to Building Construction.
 Renan, Life of Jesus.

Geo. Dewey, 119 Summit, Toledo, O.

Sheet Anchor and other Old Naval Books.
 Wesley's Complete Works.
 Anti-Niocene Fathers.
 Maspero's Dawn of Civilization.
 Arabic Grammar in English.
 Vol. II Dumas Celebrated Crimes, Collier.

DeWolfe & Fiske Co., 20 Franklin St., Boston

Thwing's College Administration.

Dives, Pomeroy & Stewart, Harrisburg, Penn.

Tarry Thou Till I Come, by Croly, Funk or any ed. Jurgens, by Cabell.

Robert W. Doidge, 16 Elm St., Somerville, Mass.

Any books on Magic, Juggling, Puzzles, etc.

Doubleday, Page Book Shop, 920 Grand Ave., Kansas City, Mo.

Mencken, American Language, Knopf.
 Oliphant, Story of Valentine and His Brother. Jenkins.
 Story, Roba di Roma.
 Wilde, Plays (Cosmopolitan Library), Nichols.
 Braithwaite, Anthology of Magazine Verse for 1914 and 1916, Small, Maynard.
 Selous, Travel and Adventure in Southeast Africa, Scribner.
 Verse of Adelaide Crapsey.
 Arturo, Arrows in the Gale.
 Set of Jas. Buchanan's Works (ed. by J. B. Moore), Lippincott.
 McIntosh, Reference Book of Accounts for Mfg. and Mercantile Companies, McIntosh.
 Malter (St. George), Introduction to Errors of Thought in Science, Religion and Social Life, Elder, 1911.
 Kepple, Golden Age of Engraving.
 Doyle, The Poison Belt.
 Doyle, The Lost World.
 Messia of the Cylinder.

E. P. Dutton & Company, 681 Fifth Ave., New York

Abbott (Jacob), American History, vol. 8, George Washington, 1865.
 Adams, Esther.
 Adams (H.), History of the U. S. During the Administrations of Jefferson and Madison.
 Alcott (May), Concord Sketches, 1869, Fields, Os-good & Co.
 Allen (J. L.), Toulmin: Social Historian.
 Allison, British Thoroughbred Horse.
 A. L. A. Portrait Bibliography.
 American Book Prices Current, 1913, 1915.
 American Institute of Mining and Metallurgical Engineers, vol. 51 and 52.
 Anonymous, The Broken Image and Other Tales.
 Arnold (Benedict), A. L. S.; also Portrait in Oils.
 Austen, Tristram and Isoluit.
 Belloc, First and Last: Essays on Poetry of French Renaissance: On Anything: On Everything: On Nothing: On Something.
 Bishop (J. L.), History of American Manufacture, 2 vols. half mor., Phil., 1864.
 Cabell, Gallantry: The Certain Hour: Cords of Vanity: From the Hidden Way: Rivet in Grandfather's Neck: The Eagle's Shadow: Cream of the Jest.
 Cabell (J. B.), Jurgens.
 Carolino, English as She is Spoke, pub. Appleton.
 Carved Cartoon, by Austin Clare.
 Comte, Positive Philosophy: Positive Politics.
 Durand (R.), Handbook to Poetry of R. Kipling, 1914.
 Grimm's Fairy Tales, illus. by Johann, McLoughlin Bros.
 Hamilton (Alex), Ed. by Lodge.
 Hegel's Ethics, trans. by Sterrett (Ginn).

BOOKS WANTED—Continued

E. P. Dutton & Co.—Continued

Hudson, by Plack and Thorn.
 Joubert, Pensees of: Selected and Trans. with a Biographical Note by H. Attwell (Pensees Series). Kingsley's At Last, Tauchnitz edition, 1874.
 Mencken, Little Book in C Major; Europe After 8:15; American Language; Dawn, a Book of Calumny; Heliogabalus.
 Peter Parley, History of the United States.
 Rogers (T.), Six Centuries of Work and Wages in England.
 Schmidt (J. C.), Ego and His Own, Walker, 1908.
 Spencer (H.), Organism of Society.
 Sabatier (Paul), France Today; tr. by Brine, 1913.
 Stockley, Wild Honey.
 Tweedie, The Arabian Horse, large paper, ltd. ed. to 100 copies.
 Unrecorded Trail, An, 1913, D. P. & Co.
 Valentine's Manuals, 1847, 1848, and 1851.
 Whitman, Memoranda During the War, Camden, 1875.
 Yale Literary Magazine for May, 1896.

E. P. H., care of Publishers' Weekly

Inside View of the Vatican Council, L. W. Bacon.

Edward Eberstadt, 25 West 42nd St., New York
 California, Oregon, Wyoming, Utah, Montana and the Far West; Books pamphlets, maps and manuscripts urgently wanted. Any and all items; price no object; spot cash with order. Attention to this notice will prove a source of continuous profit.

Eerdmans-Sevensma Co., 208 Pearl St., N.W., Grand Rapids, Mich.

Finney, Lectures on Systematic Theology.

Electrical School, 39 W. 17th St., New York [Cash]

American Turf Register, odd vols.

Anything by John S. Skinner.

Any items on Horses, Turf, Breeding.

Emery, Bird, Thayer Dr. Goods Co., 25 Madison Ave., New York

Spirit of the Links, Henry Leach.

Golf and How to Play It, W. E. Riordan.

Golf in a Nutshell, Ignolus.

Golfing Swing Simplified, B. Hare.

Swing in Golf and How to Learn It.

Golf, B. Darwin.

The Sayings of Confucius, Wisdom of the East Series.

George Engelke, 855 N. Clark St., Chicago

Anthropological Essays Presented to E. B. Tylor.

Major Forlong, Rivers of Life.

A. E. Crawley, The Mystic Rose.

Adam Smith, The Origin of Moral Feeling.

An Inquiry Concerning Political Justice, London, 1793, William Godwin.

R. Wiedersheim, The Structure of Man, trans. Bernard, ed. by Howes.

R. P. Knight, Worship of Priapus.

T. M. Griffiths, None Secret Formulas, 1910, 2nd ed.

International Enc., vol. 19, 1909 ed., cloth.

Anything by James Orr.

Laton, Story of an Arkansas Farm.

Geo. Fabyan, Riverbank Laboratories, Geneva, Ill., or Walter M. Hill, 22 E. Washington St., Chicago

Works on Ciphers, Obscure Writing, Symbols, Synthetic Elements, Cryptic Forms of Language, Cryptography, Ancient Symbolic Steganography, Signs, and other unusual characters in writing; also the art of deciphering.

F. W. Faxon Co., 83 Francis St., Boston, 17

The Vedanta Monthly, vols. 1-4.

Marshall Field & Co., Chicago

History of English Criticism, 3 vols., Saintsbury.

Dictionary of Phrase and Fable, Brewer.

Inside the Ropes, Van Loan.

H. W. Fisher & Co., 207 S. 13th St., Philadelphia

Pepy's Diary, Wheatley, Bohn Library.

Historical Mysteries, Lang, Longmans.

Lusiad, trans. Burton, 1st ed.

Royal Natural History, Lydeker, 6 vols.

H. W. Fisher & Co.—Continued

Snowbound at Eagles, Bret Harte, 1st ed.

Birds in London, W. H. Hudson, Longmans.

Hampshire Days, W. H. Hudson, Longmans.

Fitzgerald Pub. Corp., 18 Vesey St., New York

Allyn's Ritual of Freemasonry, pub. Dick & Fitzgerald.

W. Y. Foote Co., 312 S. Warren St., Syracuse, N. Y.

Arawhen, Westlake.

Fowler Bros., 747 S. Broadway, Los Angeles, Cal.

Answers of the Ages.

Funk & Wagnalls Co., 354 Fourth Ave., New York

The Red-Keggers, Eugene Thwing, Grosset & Dunlap ed.

Wm. F. Gable Co., Altoona, Pa.

Pan and the Young Shepherd, Maurice Hewlitt, pub.

Macmillan Co.

Planter, Herman Whitaker.

Gammel's Book Store, Austin, Tex.

Set of Alphonse Daudet, complete.

Set of Emile Zola, complete.

Gardenside Bookshop, 270 Boylston St., Boston

Savage, Minot, The Passing and Permanent in Religion.

Abbott's History of Andover.

J. L. Garner, 730 Astor St., Milwaukee, Wis.

[Cash.]

Callot, Suites of Etchings.

Goya, Suites of Etchings or Reproductions.

Ernest R. Gee & Co., 442 Madison Ave., New York

Beckford's Thoughts on Hunting.

Warburton's Hunting Songs.

The Soul of Lee, McKim.

Master of Game, Bailie Grohman.

Text to Audubon's Birds, original ed., 5 vols.

General Medical Book Co., 334 E. 26th St., New York

Lodge, Life of Alexander Hamilton.

Hamilton, Alexander Hamilton.

Falta, Ductless Glands.

Biedl, Internal Secretory Organs.

Cushing, Pituitary Body.

Schaefer, Endocrine Organs.

Sabotta, Atlas of Anatomy, 3 vols.

Foote, Minor Surgery.

Kanavel, Infections of the Hand.

Ashhurst, Fractures of Elbow.

J. K. Gill Co., 3rd & Alder St., Portland, Ore.

The Federalist, Alexander Hamilton, ed. H. C.

Lodge.

Fair Hills of Ireland, Gwynn.

Therapeutics, Its Principles and Practices, H. C.

Wood, 6th ed.

Reminiscences of a Ranchman, Edgar Beecher

Bronson.

Fairyland of Chemistry, Meyer.

Gimbel Bros. Book Store, Philadelphia

Sunshine on Life's Highway, J. Potts, D.D.

Love's Inferno, Stilgebauer.

Goldman's Book Store, 424 S. Dearborn St., Chicago

Rollin, Ancient History, vol. 1 only.

Alfred F. Goldsmith, 42 Lexington Ave., New York

Michelet, La Sorcerie.

Beerbohm, Max, More.

Bierce, Ambrose, Can Such Things Be?

Any books by Bierce.

Cabell, James Branch, Eagle's Shadow.

Any books by James Branch Cabell.

Whitman, Walt, Memoranda During the War.

Any books by or about Walt Whitman.

Goodall's Book Store, 14 E. 7th St., Kansas City, Mo.

Home Book of Verse, Burton E. Stevenson.

Mississippi Geological Report, no. 15, 10 copies.

The Rodiad, Anything on Flagellation.

Miss Incognita, Psychic Pub. Co.

Hall, Health by Good Living.

Richard G. Hatton, Figure Drawing.

J. H. Vanderpoel, The Human Figure.

BOOKS WANTED—Continued

Goodspeed's Book Shop, Boston, Mass.

Aldrich, T. B., Story of a Cat.
 Allen, American Book-plates.
 Arnold, With Sadi in the Garden.
 Bancroft, Hist. U. S., 10 vol., Little, Brown, 1861, L. P.
 Benson, Cat. of Etchings.
 Bierce, Ambrose, Shadow on the Dial.
 Boswell, Life of Johnson, 2 vols., N. Y., 1909.
 Chesterton, Gilbert, Great Injury, London, Minne-apolis, 1914.
 Chronicles of Cid, from Spanish, Robt. Southey.
 Clemens, S. L., English as She Is Taught.
 Collins, Wilkie, Little Novels, 3 vols.
 Dexter, England and Holland of Pilgrims.
 Gass, Patrick, Voyages and Travels under Lewis & Clarke, Pittsburgh, 1807.
 Gilder, R. W., Grover Cleveland, a Friendship.
 Gonzalves, Dicionaria China Portuguez, Macao, ca. 1830.
 Guilleman, A., The Heavens, ed. Lockyer, 4th ed., N. Y., 1872.
 Hist. Kingston Academy, Kingston, N. Y.
 Hunter, Stiegel Glass.
 International Jew.
 Law of Financial Success.
 Lawrence, D. H., The Rainbow.
 Lockwood, Furniture, 2 vols.
 Lyons, Colonial Furniture.
 McGarvey & Burnett, Ceremonies of the Mass.
 Martin & Moale, Handbook of Vertebrate Dissec-tion, pt. 3, or set.
 Masters in Art, Aug., 1908.
 Medford, Mass., Echoes of the Mystic.
 Military Career of John Shipp.
 N. Y. Marriage Licenses Issued before 1784.
 Obenchain, Handwoven Coverlets.
 Park, Mungo, Travels.
 Porter, Mechanics of Faith.
 Prince, Annals, pt. 2.
 Stark, Caleb, Life of Gen. John Stark.
 Steele, American Campaigns.
 Walker, Williston, Ten New England Leaders.
 Genealogies: Beckwith; Cole in America, 1887;
 Collins, Quincy, Ill., 1807; Davenport, 2 vols.; Ful-ler, vol. 1; Gamble, Bancroft, etc., 1906; Garrard, 1808; Hartwell gen.; Higleys, 1908; Horton, 1876;
 Joliffe of Va., 1893; Keyes, Robt. and descend., 1880; Minshall, Thomas, gen.; Newberry by Bart-lett, 1914-5.

Gotham Book Mart, 128 W. 45th St., New York
 Mencken, In Defense of Women.
 Bernard, Happy Thoughts.

Grant's Book Shop, Inc., 127 Genesee St., Utica, N.Y.

Rowland, Apple of Discord.
 Rowland, The Magnet.
 Rowland, Sultana.
 Rowland, Germaine.
 Rowland, Mountain of Fears.
 Rowland, To Windward.
 Rowland, In the Shadow.
 Rowland, Wanderers.
 Wharton, Madame De Treymes.
 History of Howe's Cave, Schoharie County.
 Parker, Trans. of The Savage.
 Pwyps, One Hundred Best Books.
 Lord Asquith, Industrial Problems and Disputes.

Priscilla Guthrie's Book Shop, 516 Wm. Penn Pl., Pittsburgh, Pa.

600 Talking Points in Selling Arguments, W. C. Holman.

Hall's Book Shop, 361 Boylston St., Boston 17
 Hymns of the Marshes, Sidney Lanier.

Hammond Library, 5757 University Ave., Chicago

Quarterly Review, Oct., 1920.
 Edinburg Review, Oct., 1920.
 Hibbert Journal, Oct., 1920.
 Manchester Quarterly, Oct., 1920.
 Radcliffe College Monograph, no. 11.
 Bookman, Oct., 1920, American.
 Southern Historical Asso. Publication, vol. 2.
 Cosmopolitan, Jan., 1910.
 New England Magazine, Feb., 1910.
 American Antiquarian, April, 1910.

Hammond Library—Continued

Bolton, Colonization of North America.
 Atkins, Things That Remain.
 Blake, Separates of New England.
 Bullock, Congregational Nebraska.
 Burrage, Church Covenant Idea.
 Burrage, Retraction of Robert Browne.

Hampshire Bookshop, Inc., 192 Main St., Northamp-ton, Mass.

Stacpoole's The Blue Lagoon.
 Hartmann, Philosophie des Unbewussten.
 Marriott, England Since Waterloo.
 Lenba, A Psychological Study of Religion, Mac-millan.
 Lenba, Belief in God's Immortality, Sherman-French.

Hardy's Bookstore, Oakland, Cal.

Wilson's Astrological Dictionary, the large one.
 F. B. Hartranft, 450 Asylum St., Hartford, Conn.
 Lyell, Fancy Pigeons, 3d ed.
 Fulton, Illus. Book of Pigeons, 1st ed.
 Lewis & Clarke, Travels, 4 vols., Harper ed.
 Jeffries, American Atlas.
 Lossing, Field Book of the Revolution.
 Hazen's Bookstore, 238 Main St., Middletown, Conn.
 King's Ethics of Jesus.
 Net Worth and Balance Sheet, Stockwell, Ronald
 Pres, 2 copies.
 Parables of Sated the Sage, W. E. Barton, Advance
 Pub. Co.

B. Herder Book Co., 17 South Broadway, St. Louis, Mo.

The Catholic Encyclopedia, 16 vols.
 Ernst Hertzberg & Sons, 1751 Belmont Ave., Chicago
 'hackeray, Vanity Fair, vol. 2, ill., Lib. ed.
 Mark Twain.
 Roosevelt, 28 vols.
 Stevenson, Thistle ed., set or odd vols.
 Kipling, Outward Bd.

Himebaugh & Browne, Inc., 471 Fifth Ave., New York

Specimens of Literary Criticism.
 History of the World, Ridpath.
 In Defense of Women, Mencken.
 Pauline, Browning, Green limp leather ed., Crowell.
 Dramatic Lyrics, Browning, Green limp leather ed., Crowell.
 Men and Women, Browning, Green limp leather ed., Crowell.
 Ring and Book, 2 vols., Browning, Green limp
 leather ed., Crowell.
 Jurgen, Cabell.
 Finished, H. Rider Haggard.
 The Yellow God, H. Rider Haggard.
 The Mahatma and the Hare, H. Rider Haggard.
 The Brethren, H. Rider Haggard.
 The Witch's Head, H. Rider Haggard.
 The Holy Flower, H. Rider Haggard.

John L. Hitchcock, 1010 Powell St., San Francisco

Wanted, odd numbers of The Pioneer or California
 Monthly Magazine, San Francisco, 1854-55.
 Wanted, odd numbers of Hutchings's Illustrated Cali-fornia Magazine, San Francisco, 1856-61.
 Hingston, Edward P., The Genial Showman Remin-iscences of Artemus Ward, Harper Bros., 1870.
 Man-of-War Life, a Boy's Experience in the United
 States Navy, Cincinnati, 1856.
 Norrohoff, Charles, Nine Years a Sailor, Cincinnati,
 1866.
 Reminiscences of Captain De Wolf, Boston, 1861.

Hochschild, Kohn & Co., Inc., Howard St., Balti-more, Md.

Junior Classics, pub. Collier.
 South Sea Idylls, Stoddard.

W. B. Hodby, 214 Stanwix St., Pittsburgh, Pa.

The Carravanners, Arnum.
 Speaking of Ellen, Porter.

Holmes Book Co., 707 Market St., San Francisco, Cal.

Vol. 1, De Mofras's Explorations.
 Belle Cora, Paul Fry, a small pamphlet pub. about
 1856.

BOOKS WANTED—Continued

Paul Hunter, 401½ Church St., Nashville, Tenn.
 Peter Cartwright's Life, any author.
 Books on Chess, Checkers, Old Furniture, Silver, Cameos, Coins, Stamps.
 Myths and Legends, 8 vols.
 Great Events, vols. 21 and 22, blue cloth.
 H. R. Huntting Co., Myrick Bldg., Springfield, Mass.
 Dunning, Essays on the Civil War and Reconstruction.
 Blavatsky, Secret Doctrine, 2 vols.
 Hyland's Old Book Store, 204 4th St., Portland, Ore.
 Geographical Magazine, April & Oct., 1909.
 Great French Revolution, 1789-93, Kropotkin, trans. Dryhurst.
 Geo. W. Jacobs & Co., 1628 Chestnut St., Philadelphia
 Breadwinners, John Hay, Harper.
 Matilda of Tuscany, Mrs. Huddy, Herder.
 At the Court of There Majesties, Collin, McClurg.
 Fellowship of Mystery, pub. Longmans, Green & Co.
 History of Rome, 3 vols., Niebuhr.
 Anton I. Jansky, 19 E. Adams St., Chicago
 Jesuit Relations.
 Auto. of Peter Cartwright.
 Free Public Library, Jersey City, N. J.
 Dickens and Collins, No Thoroughfare.
 Braddon, Aurora Floyd.
 Johnson's Bookstore, 391 Main St., Springfield, Mass.
 The First Play, Miln.
 Edw. P. Judd Co., New Haven, Conn.
 Sanskrit Grammar, Whitney, 3rd ed., Ginn.
 Roots, Verb, etc., Supplement Sanskrit Grammar, Whitney, pub. London, Trubner, 1885.
 Progress in Language, O. Jespersen, Macmillan.
 Kaufmann's, Fifth Ave., Pittsburgh, Pa.
 Principles of Natural and Political Law, 2 vols., pub. University Press, Boston, 1807.
 Hypatia Kingsley, pub. Taylor & Co., New York, 1899, green cloth binding.
 Kendrick-Bellamy Co., 16th St. at Stout, Denver, Col.
 Methods of Oil Production, Pain & Shroud.
 Kimball Bros., 46 Columbia St., Albany, N. Y.
 Hawthorne's Life of Franklin Pierce.
 Benson's The Thread of Gold.
 Kleinteich's Book Store, 1245 Fulton St., Brooklyn, N. Y.
 Henderson, Milkanwatha.
 Moulton's Literary Criticisms, 10 vols.
 Stevens, R. W., On Stowage of Ships.
 Korner & Wood Co., 737 Euclid Ave., Cleveland, O.
 Shakespeare's Hamlet, Tudor ed, leather.
 Chas. E. Lauriat Co., 385 Washington St., Boston
 Chestnut & Wilcox, Stock Poisoning Plants of Montana.
 Trelease, W., Agaves of Lower California.
 Trelease, W., Revision of the Agaves of Group Applanata.
 Dickens' London, Pemberton.
 One Braver Thing, Dehan.
 Thomas Nelson Page, Plantation ed., 2nd-hand.
 Spenser's Amoretti and Epithalamion.
 History of Truro, Mass., Rich.
 My Confidences, Locker Lampson.
 Patchwork, Locker Lampson.
 Passionate Elopement, Mackenzie.
 Bavilasch of Guards, Merriman.
 In Kedars Tents, Merriman.
 Isle of Unrest, Merriman.
 Malay Monochromes, Clifford.
 Uncollected Letters of Abraham Lincoln, Tracy.
 Tonty's Journeys of de la Salle, 2 vols., N. Y., 1905.
 Snow's Voyage of the Prince Albert, London, 1851.
 Armstrong's North West Passage Expedition.

Mrs. Leake's Shop, 78 Maiden Lane, Albany, N. Y.
 Fragments from France, Bairnsfather, Putnam, 1917.
 Children's Saviour?
 Folk Stories, Thomas Bailey Aldrich.

Lemcke & Buechner, 32 E. 20th St., New York
 Bonné, J., 1001 Recepte der Oesterreichisch-Ungarischen Kueche.
 Hazen, Filtration of Public Water Supplies, New York, 1900.
 Hann, Handbook of Climatology, trans. Ward, New York, 1903.

C. F. Lewis, 622 Pike St., Seattle, Wash.
 Hubbard, American Bible.
 Hubbard, Set Little Journeys.
 Archko Volume.
 Great Work, "T. K."
 Shufeldt, Studies of the Human Form.
 Cabell, Jurgen.

C. F. Liebeck, 859 East 63rd St., Chicago, Ill.
 Sabin's Dictionary, Americana, any parts.

B. Login & Son, 152 E. 23d St., New York
 Huntington, Anatomy of Human Peritoneum.
 Frazier, Surgery of the Spine & Spinal Cord.
 Cushing, Tumors of the Acoustic Nerve.

Lord & Taylor Book Shop, Fifth Ave. at 38th St., New York

Adams, John Henry Smith.
 Rice, Old Tim Case of South Hollow.
 Leroy Scot, To Him Who Hath.
 Any book of John La Farge on Painting.
 Montz & Kahn, Twentieth Century Cook Book, Dillingham & Co.
 Good Book on Beadwork.
 Haggard, The Red Eve.
 Palgrave, Golden Treasury, India paper ed.
 Vachell, Other Side, Doran.
 Schmucker, Under the Open Sky.
 Irvine, From the Bottom Up, Doubleday, Page & Co.
 White, Book of Daniel Drew, Doubleday, Page & Co.
 Kitchen Diary, Volland.
 Rockefeller, Random Reminiscences of Men and Events, 2 copies.
 Ball, Things Chinese, Scribner.
 Opie Read's Selected Stories.
 Opie Read's Big Bill and Little Bill.
 Opie Read's Lem Jucklin's Ride.
 Opie Read's First One Thing and Then Another.

Lowell City Library, Memorial Hall, Lowell, Mass.
 Ford, N. E. Primer, Dodd, Mead.
 Brereton, Brief Naration Facs. reprint, Dodd, Mead, 1913.

Lowman & Hanford Co., Seattle, Wash.
 U. S. Customs Tariff, Vandergift.
 Tables of Hyperbolic Functions, Kennelly.

McDevitt-Wilson's, Inc., 30 Church St., New York
 Makepeace, The Makepeace Family in America.
 Tiele, vol. 2, Science of Religion.
 Austin, Mary, Lost Borders, 1909, Harper.
 New Nature Library, complete, or odd vols., Doubleday.
 Butterflies of the Eastern United States, Edwards, 3 vols., Houghton Mifflin.
 Fisher, Rate of Interest, Macmillan.
 Page, Chart of Money and Discount Rate in London for 1919.
 Scott, Last Expedition, 2 vols., the 1st or colored illus. ed.
 Audubon's Birds.
 Story, American Shrines in England.
 Cabell, Jurgen.

Jos. McDonough Co., Albany, N. Y.
 Moore, Civil War in Song and Story, 1865 only.
 N. Y. Public Service, 3 vols.
 Fuchs, Erotische Element in Karikatur, vols. 1 & 2.
 Wayne County, N. Y., History of.

S. F. McLean, 248 South Broadway, Los Angeles, Cal.

Christ The Spirit, Jas. Miller, N. Y., any ed.
 Magazine of Poetry, all after vol. 4, pub. Moulton.
 Brann's Complete Works, set.

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Macaulay Bros., 1268 Library Ave., Detroit, Mich.
Fly Rod and Fly Tackle, H. P. Wells.

R. H. Macy & Co., Book Dept., Herald Sq., New York

Poems, Rev. William Lipscomb.
In Defense of Women, Mencken.
Man Shakespeare, Frank Harris.

Madison Ave. Book Store, Inc., 575 Madison Ave., New York

Any books on Mrs. Jarley Wax Works.
Morality Court, Bonnie Melbourne Busch.
The Aristocrats, Atherton.
Melody of 23rd Psalm, Warner.
Silence, S. Miller Hajeman.
Canon Tait's Reminiscences.

L. S. Matthews & Co., 3563 Olive St., St. Louis, Mo.

Tousey's Med. Electricity.
Tuley, Epitome Pediatrics.
Adami, Path., vol. 2 only.
Kocher, Op. Surg.
Moll, Studies in the Libido Sexualis.
Moll, Contrary Sexual Sensibility.
Butlin, Tongue.
Polak, Gyn. on Obstet.
Wyman, Hay Fever or any.

Ralph Mayhew, 220 Wadsworth Ave., New York
Little Songs for Little Singers, pub. 1865, Hurd & Houghton.
Other Books of Similar Character.

The Mercantile Library, 10th St., Philadelphia

Roads from Rome, A. C. E. Allison, pub. Macmillan.

The Methodist Book Concern, 150 Fifth Ave., New York

Introduction to the Holy Scriptures, Harman.

Morris Book Co., Inc., 24 N. Wabash Ave., Chicago

Lecky's European Morals, English ed.
Lecky's Rationalism, English ed.
Monograms and Cyphens, Turvanne.

N. F. Morrison, 314 W. Jersey St., Elizabeth, N. J.

Drummond, A. City without a Church.
Any town histories or genealogies.

Newbegin's, San Francisco, Cal.

Typee and Omoo, Melville, old eds.
Old Hawaiian Grammar.
Vining, Inglorious Columbus, Appleton.
Anything about Scarpitta.
Jarves, History of the Hawaiian Islands.
Hawaiian English Dictionary.
Porter, Journal of Cruise to Pacific in the Frigate Essex.
Simpson, Progress of Events, pamphlet.
Jarves, Bibliography of Hawaiiana, in Polynesian.

New Era Book Store, 407½ 5th St., Des Moines, Ia.

E. C. Downs, Four Years a Scout and a Spy.

New York State Library, Albany, N. Y.

Whymper, Scrambles among the Alps, Murray.
Howard, History of Matrimonial Institutions, 3 vols., 1904.

B. R. Nicholas, 4025 Grand Blvd., Chicago

A System for Beginners in the Art of Playing upon the Piano-Forte, Wm. Mason & E. S. Hoadly, Foreign Fingering.

Norman, Remington Co., Charles St., Baltimore, Md.

Books on Etchings and Engravings.
Hind, Short Histy. of Engraving & Etching.
Lloyd, Six Stars, Scrib.
Reed, Birds of Eastern No. Amer., Doubleday.
Encyclopedia Britannica, 11th ed., Sheepskin.
Jl. of Accountancy, vols. 27 to 30, vol. 31, no. 1.
Moore, Sister Theresa, Lipp.
Spice Box, Ogilvie.
Lawson, Frenzied Finance.
Haggard, Ayesha.
Zimmerman, Botanical Microtechnique.
Groves, Rational Memory.
Beaumarchais, Marriage of Figaro, trans. Put.

Norman, Remington Co.—Continued

Harper's Mag., June, 1903.

Wells, Satire.

Bates & Coman, Eng. Histy. Told by Eng. Poets, Macm.

Zola, E., L'Oeuvre, trans.

North Carolina College for Women Library, Greensboro, N. C.

Book of the Great Musicians, Scholes.
Foreign Debt of English Literature, Tucker.
Gas and Flame in Modern Warfare, Auld.
Men of Mark, Simmons.
Pottery and Porcelain of the U. S., Barber.
Spectator, ed. H. Morley, 1 vol., Routledge.
Story of the Renaissance, Hudson.
Two Years in the French West Indies, Hearn.
Who's Who of the Colored Race.

Old Corner Book Store, Inc., 27 Bromfield St., Boston

Schliemann's Troja, English trans.
Virginian, Owen Wister, original ed.
Richards, Aluminum.

Open Court Pub. Co., 122 S. Michigan Ave., Chicago

Cornhill Epitomes of Three Sciences.

Orientalia, 22 E. 60th St., New York

Furlong, The River of Life.
Doughty, Travels in Arabia.
Hawley, Oriental Rugs.
Anything by H. A. Giles.
Anything by John Claud White.
Waddell, Buddhism in Tibet.
Lacouperie, Languages of China Before the Chinese.
Pu Sung-Ling, Strange Stories from the Lodge of Leisure.
Field, Tritogenia.

Osborne's Book Store, Santa Barbara, Cal.

Townsend's Asia and Europe, 2 copies.

Pearlman's Book Stop, 933 G St., N.W., Washington, D. C.

Mellor, Chemical Statics & Dynamics.
Trial of John Suratt, Government Document.
Allen W. Barr, King of Thomond.
Curtis, Patents, all or any ed.
Love of an Unknown Soldier, Lane.
Alexander, Mona's Choice.
Wharton, Diplomatic Correspondence of American Revolution, 6 vols.
Mallory, Treaties of United States.
Senator R. L. Taylor's Tennessee Works, any.
Coates, Life of Stephen Girard.

Pelletier Co., Pierce St., Sioux City, Ia.

Life of Lincoln, Ida M. Tarbull.
Abraham Lincoln's Complete Works, comprising his Speeches, Letters, State Papers, Miscellaneous Writings, ed. by his private secretaries, John G. Nicolay & John Hay, 2 vols.

Philadelphia Book Co., 17 S. 9th St., Philadelphia

Larmor, Aether and Matter, 1900.

The Pilgrim Press, 14 Beacon St., Boston

St. Paul, Deissman.

The Clients of Randolph Mason, M. D. Post.

Powers, Book Section, Minneapolis, Minn.

Stanley, Darkest Africa.
Hennepin, New Discovery, 2 vols., McClurg ed.
Henry Hudson, Anything on the Hudson Family.
H. Seymour's Editorials That Won, originally pub. in the Record Herald, Chicago, about 1888.

Pownier's Book Store, 177 W. Madison St., Chicago

Alice M. Earle, Child Life in Colonial Days.
Alice M. Earle, Home Life in Colonial Days.

Pownier's Book Store, 37 N. Clark St., Chicago

Cassell, History of the Jap-Russ War, 3 vols.
Gradual Reduction Milling, Gibson, pub. in 1892.
Dante's Divina Comedia, Temple ed., 3 vols.
The Christian Trumpet, Talliaferro ed., Phila., Pa.
Jacobus de Voragine, Golden Legend, tr. Caxton, 7 vols.
Becke, By Reef and Palm.
Melville, Omoo, early ed.
Melville, Typee, early ed.

BOOKS WANTED—Continued

Presbyterian Bd. of Pub., 415 Church St., Nashville, Tenn.

Beard's Bible Symbols or the Bible in Pictures.

Presbyterian Bd. of Pub., 411 N. 10th St., St. Louis, Mo.

Preacher's Homiletic Commentary on the New Testament, 11 vols.

Christ's Prophecies Concerning His Church, Pember. Vol. 3, or Complete Lectures on the Books of the Bible, Fraser.

Library of Princeton University, Princeton, N. J. United States Catalog of Books in Print, Jan. 1, 1912.

Queen City Book Co., 43 Court St., Buffalo, N. Y. Compend of Geology, Le Conte.

Spirit of America, Henry Van Dyke.

Science and Health, any good copies before 1900.

The American Language..

Twin Fires, Eaton.

Radical Book Shop, 867 N. Clark St., Chicago

Practical Camelia Culture, Robt. Halliday, 1880.

Rare Book Shop, 813 17th St., N.W., Washington, D.C.

Modern Sportsmen's Gun and Rifle, Fosbrey or Free-mantle.

Bloomfield, The Religion of Veda.

Lindsay, The Old Capitol and Its Inmates.

American States Papers, vol. 7, Gales & Seaton.

Mahony, The Prisoner of State.

Williamson, Prison Life in the Old Capitol.

Washington City Directory, 1822.

Cazotte, Le Diable Amoureux, Paris, 1876.

Palliser on Lace.

Cole, History of European Silk.

Sherman, Madrigals and Catches.

Low, French Home Cooking.

Wheeler, Rem. of Eminent North Carolinians.

Hening's Statutes, vol. 8 or complete set of 13 vols.

Raymer's Bookstore, Seattle, Wash.

Lincoln's Life, Lamon.

Peter Reilly, 133 N. 13th St., Philadelphia

Fred Whiting, Modern Mastoid Operations, N. Y., 1905.

Bayley, Emblems.

C. L. Ricketts, 807 Ashland Ave., Wilmette, Ill.

Bingham, Caleb, Copy Slips, Boston, 1796.

Briggs, Penmanship, Hartford.

Complete Letter Writer, New York, 1763.

Dawson, W., Youth's Entertaining Amusement,

Phila., 1754.

England's Perfect Schoolmaster, etc., London, 1676.

Grib, W., Writing Master's Manual, Phila.

Jenkins, John, The Art of Writing, Boston, 1791.

Owen, W. B., System of Practical Penmanship,

New York.

Orthographia, containing due order and reason how

to write and print things, London, 1569.

Powell, Thomas, The Writing Master's Assistant,

Phila., 1764.

Practical Peman and Scientific Script Type Copy-

Book, Albany, 1727.

Thompin's Small-Hand Copies, Phila., 1778.

E. R. Robinson, 410 River St., Troy, N. Y.

The Writings of Thomas Paine, collected Moncure D. Conway.

Maxims of French Philosophy.

Milton's Poetical Works, Edinburgh, 1755.

History of Washington County, New York.

Williamson, C. N. & A. M., Lord Loveland Discov-

ers America.

Williamson, C. N. & A. M., The Silent Battle.

Williamson, C. N. & A. M., The Guest of Hercules.

Williamson, C. N. & A. M., Golden Silence.

Williamson, C. N. & A. M., Heather Moon.

Vol. 1, Print Collector's Quarterly, nos. 1 and 2, 3

and 4; Oct. and Dec., 1911, and July, 1911.

Leblanc, M., The Crystal Stopper.

Leblanc, M., 813.

Tylor, Primitive Culture.

Clemens, J., Mustang Grey.

Women of All Nations.

Hall, Adolescence.

E. R. Robinson—Continued

James, Psychology.

The Archko Volumes.

Ramsley, Letters to the Seven Churches.

Analytical First Reader.

New Franklin Third Reader.

P. & W. National Third Reader.

Beer, British Colonial Policy.

Tyler, Literary History of Am. Revolution.

Egerton, British Colonial Policy.

Ingle, Southern Side-Lights.

Blavatsky, Secret Doctrine, 3 vols.

Peck's Bad Boy.

Bluhn & Wahl, Seaside and Fireside Fairies.

Houghtaling, Book of General Knowledge.

Ward, A. L., Prose Quotations.

American Prose Humor, Stone.

Green, Short History of the English People, Burt.

Porter Genealogy.

Sears Genealogy.

Hall Genealogy.

Root Genealogy.

All the Dog's Fault.

Lecky, Map of Life.

Give Me Thine Heart.

Ameatta, the Cuban Spy.

Slaves of the Sawdust.

Copeland, Medical Dictionary, 1855.

McGuffey, Eclectic Sixth Reader.

Stone, W. L., Life of Brant, vol. 2, N. Y., 1838.

Alexander, W., History of Women, vol. 1, 1796.

Brackenridge, H. H., Modern Chivalry, an imperfect

vol. 1, 1807.

Memoirs of Thomas Moore, ed. by Lord Russell,

vol. 4, 1853.

Stevens, S., I Am the King.

Johnson, H., The King's Henchman.

Johnson, H., King or Knave.

Mrs. Shillaker's Cook Book.

Sang, E., General Theory of the Teeth of Years.

Underhill, The Mystic Way.

Lake, Stewardship of Faith.

Burkill, Gospel Transmission.

Fitzgerald, Percy, Charles Lamb.

Hazlet, W. C., Charles and Mary Lamb.

Talford, T. N., Final Memoirs of Chas. Lamb.

Proctor, B. W., Charles Lamb's Memoir.

Hall, S. C., Retrospect of a Long Life.

Patmore, P. G., My Friends and Acquaintances.

D'Armour, Industrial Furnaces.

Genuine Slave Bill of Sale.

Taylor, Bob, Life Pictures.

Gifford, M. W., Laws of the Soul.

Woodbury, Care of the Hair and Scalp.

McGuffey's 1st, 2nd, 3rd, 4th, 5th Readers, 1870.

Garrand, L. H., Wah to Yah and the Taos Trail.

Ruxton, G. F., Adventures in Mexico and the

Rocky Mts.

Ross, Alex., The Fur Hunters of the Far West.

Hamilton, W. T., My Sixty Years on the Plains.

Braithwaite, Anthology of Magazine Verse, 1913-14-17.

Meyers, B. C., Modern Engines.

Lewis, A. H., Wolfville Stories.

Muhlbach, L., Henry VIII and Catherine Pare.

Muhlbach, L., Mirabeau.

Muhlbach, L., Empress Josephine.

St. Louis News Co., St. Louis, Mo.

Adams, John Henry Smith, Fenno & Co.

Ellacombe, Plant Lore and Garden Craft, illus. ed.

Lanciani, Ancient Rome and Recent Discoveries, 1st

ed., 1888.

Shakespeare, Wks., illus. by Byam Sham, 40 vols.,

any, Geo. Bell & Sons.

St. Paul Book & Stationery Co., 55 E. 6th St.,

St. Paul, Minn.

Plating and Polishing of Metals, Hawkins.

Anderson's Documents of Constitutional History.

Great Lakes, Curwood.

De'll's Women as World Builders.

Sather Gate Book Shop, 2307 Telegraph Ave.,

Berkeley, Cal.

Phillipotts, My Garden.

A. W. Schmale, 290 Morrison St., Portland, Ore.

Plato, A. E. Taylor, Dodge Pub. Co.

Aristotle, Sir Alexander Grant.

Euphues, John Lyle.

Nancy MacIntyre, a Tale of the Prairie, Lester S.

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A. W. Schmale—Continued

Parker.
Sylvester Sound the Sumnambulist, H. Cockton.
The Love Match, H. Cockton.
Laughter, Henri Bergson.
Schulte's Book Store, 80 Fourth Ave., New York
Potter, Duties of Wardens and Vestrymen.
Hackwood, Christ Lore.
Mortimer, Lenten Preaching.
Mortimer, Sermon on Seven Last Words.
Whitney, The Reformation.
Pullan, Modern Days.
Greek Version of the Liturgy of St. John Chrysostom.
Gladstone, Later Tidings.
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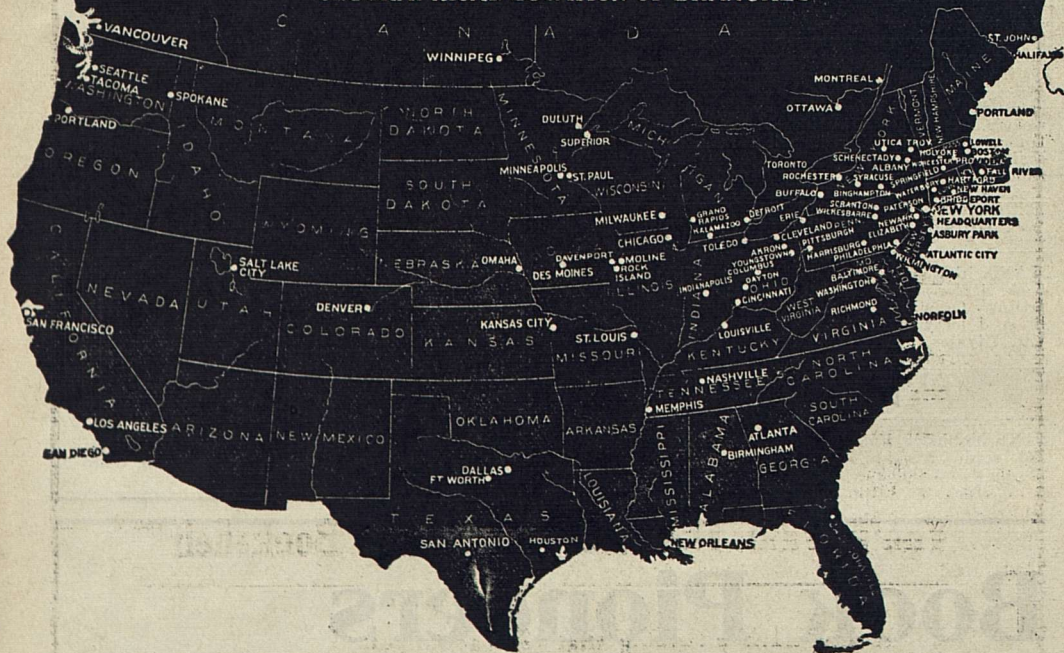
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